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Board of Trade Journal

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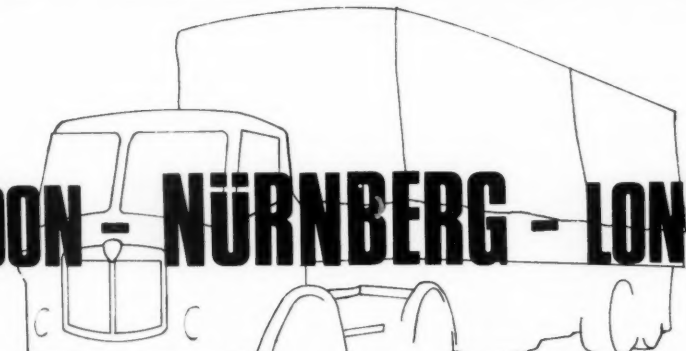

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Front cover photograph

A British Chaseside Superloadmaster 1500 pictured at work loading sand in a quarry at Seinajoki, Finland. Owned by the Rintamaki concern in Finland, results with this Leyland-powered SL 1500 were so good that a second order was placed with the Chaseside Engineering Company Ltd., of Blackburn, England, only four months later. Over 55 per cent of Chaseside's output of heavy loading shovels goes for export.

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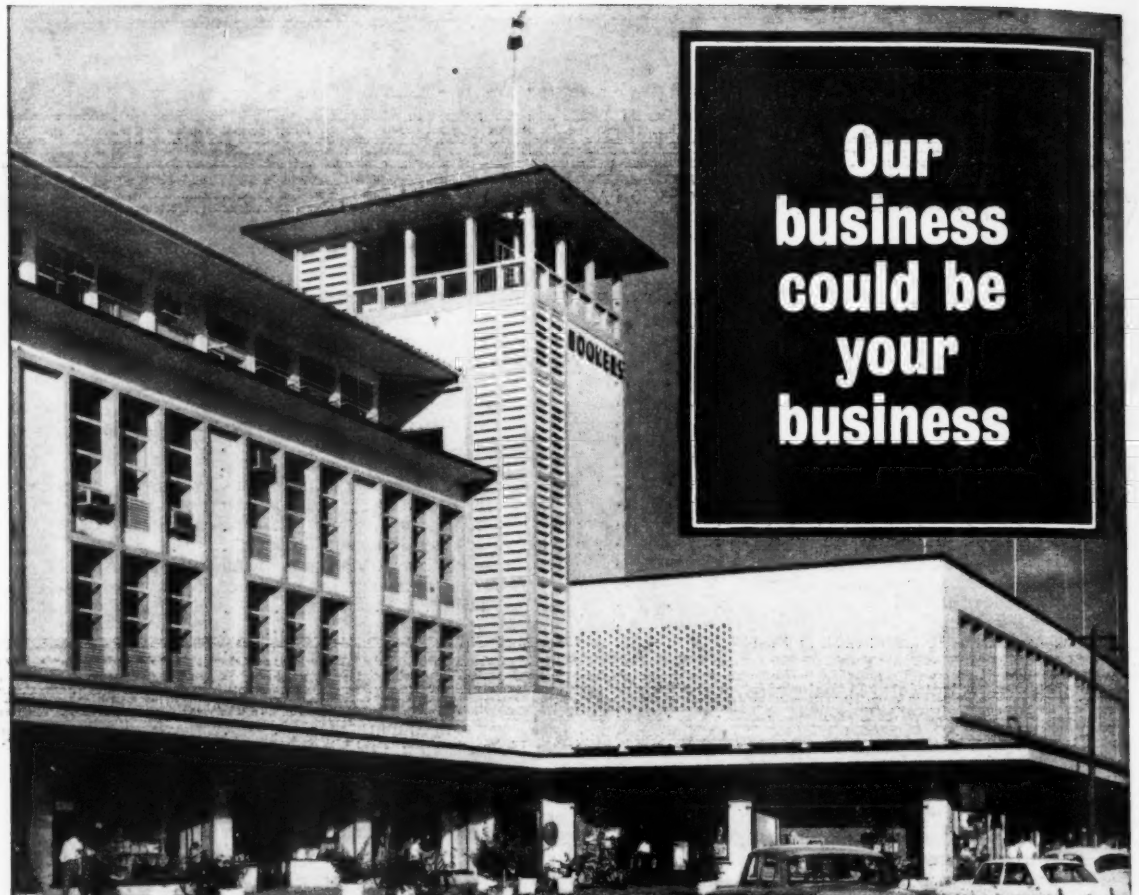

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The Market for British goods in Guyana

by Michael D. W. McCann, M.B.E., First Secretary (Commercial), Georgetown

GUYANA, FORMERLY British Guiana, lies on the north-east coast of South America and is bounded on the west by Venezuela, on the east by Surinam, and has a common southern frontier with Brazil. The population is approximately 675,000 of which 187,925 live in greater Georgetown, and the majority of the remainder live on the coastal strip or along the main rivers.

There are only three other towns of any size - Mackenzie, New Amsterdam and Bartica. The population is a mixed one, composed of Africans 207,870, East Indians 342,190, Amerindians 31,460, Chinese 4,160 and Portuguese 6,120. The three main pillars of the economy are bauxite, rice and sugar. A proportion of the bauxite is processed into alumina, which is shipped, in the main, to Canada, while the United States is the chief buyer of calcined bauxite. The sugar estates belong, chiefly, to British interests, although there is a limited amount of peasant cane farming.

The third pillar of the economy is, of course, rice, and the USAID are beginning to provide assistance on a large scale for a reorganization of the rice industry which will help to give Guyana a main outlet to world markets. Britain provided a £250,000 loan in 1966/67 to assist the Guyana Government in overcoming financial problems connected with the rice industry. A rice research station in Guyana has been established to study conditions and the most suitable types of rice for production in Guyana. A feasibility study is under-way to investigate the necessity for large storage silos, which are non-existent at the present time. Simultaneously, the Rice Marketing Board and the Rice Development Company are undergoing an amalgamation and transformation, and it is intended that the joint organization which emerges from the amalgamation will be responsible for the purchase of paddy, and its subsequent allocation for milling and for sales on the world market. The milling of the paddy will be carried out by modernized central mills, and it is hoped by this means that the quality and price of Guyanese rice may come to conform to world standards. The target for the completion of the reorganization of the industry is three years, and it is hoped that thereafter Guyana will become a main world supplier of top quality white rice.

Apart from the rice development scheme and road development, the other two main developments in Guyana over the last five years have been the extension of the telephone and telecommunication services and the expansion of the main electric power station at Kingston in Georgetown. Fortunately both these projects were awarded to United Kingdom consortia, and now that further extensions of both power generating and telecommunications are being planned, there are good prospects that the contracts for the extensions will go to the same two consortia of British firms who were responsible for executing the original projects.

The main development projects that are now under consideration are concerned with road building, since the main difficulty for the development of Guyana is the almost complete lack of road communications except for the coastal roads which are at present being modernized and a road from Atkinson Airfield to Mackenzie which is under construction. The development of the interior of the country is an exciting prospect.

But since no extensive deposits of minerals have as yet been located (apart from bauxite in Mackenzie and magnesite in the

(*Continued on page* 745)

A view of the permanent open air exhibition of the Rootes Group Agents in Georgetown.

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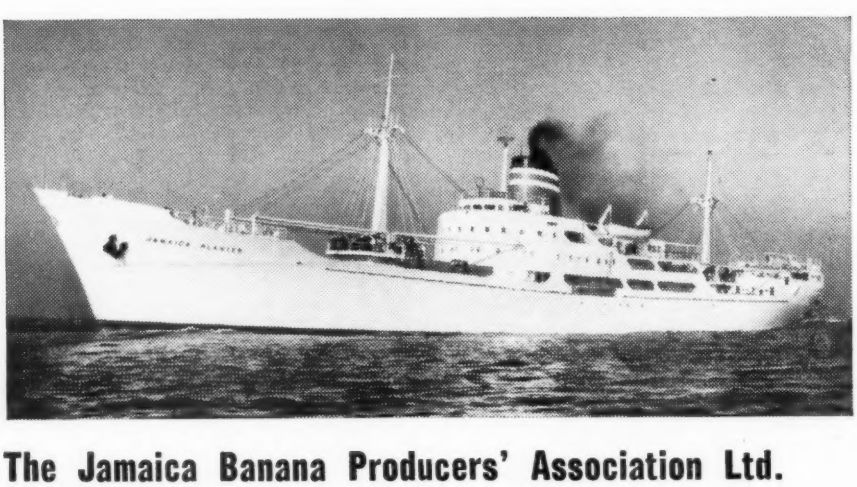

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THE MARKET FOR BRITISH GOODS IN GUYANA, *continued*

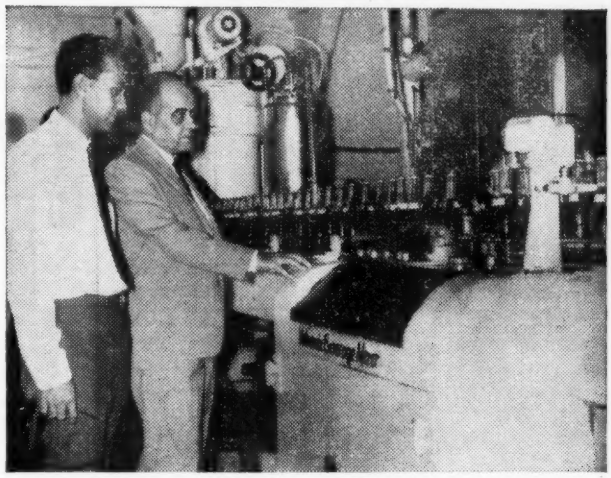
north-west), there is no immediate reason for developing highways in the interior. Geological studies are under-way, and if any major deposits are located, then it may be possible to plan roads which would assist in the general development of the interior.

At the same time there is a general move in the direction of import substitution by the establishment of small local industries. The body in charge of industrial development is the Guyana Development Corporation. Funds for industrial development projects derive from what is known as the Private Investment Fund (PIF), which is administered by the Development Corporation in consultation with local banks and the USAID Mission. The assets of the PIF consist of G.$3.4 million on loan through the USAID, and the Government of Guyana has undertaken to contribute G.$600,000 annually between 1966 and 1970. It is quite clear, therefore, that the United States are more likely to benefit from the industrialization programme than any other country, since it is a statutory requirement that capital goods and services, whose acquisition is financed through the AID portion of the Private Investment Fund, must have their source of origin in the United States. The proportion subscribed by the Government of Guyana, however, is free and can be used for the purchase of machinery and equipment from other sources. This, too, will be true of the repayments that are made by local industrialists of the USAID funds used for financing their investments. The repayments will, of course, be in local currency and will not, therefore, be tied to United States supply.

British Government aid to Guyana amounted to £2.7 million in 1966/67 and a further £2.4 million is currently being provided for 1967/68. For both years aid has comprised both grants and loans. Aid for 1966/67 included, exceptionally, just under £1 million in budgetary aid as well as the £250,000 loan for the rice industry; the remainder went in support of the development programme, notably towards sea and river defences, to which the British contribution in 1966/67 was £506,600. A further grant of £234,375 for sea and river defence work has been agreed for 1967/68. The grant money at present available to the Guyana Government represents the balance of the Colonial Development and Welfare money allocated to the country which remained unspent at Independence, and this will probably be fully spent by the end of the current financial year. £1.25 million is currently available as loan; this money is fully tied to British goods and services.

So much for the general economic background of the country. The progress of United Kingdom trade with Guyana has been fairly satisfactory, although there has been a slight deterioration in our position over the past six years. In 1960, 39 per cent of Guyanese imports had their origin in the United Kingdom, but by 1966 the proportion had been reduced to 32 per cent. Over the same period the United States share has remained fairly constant, having risen only 1 per cent between 1960 and 1966, in which year they provided 23 per cent of all Guyanese imports. The position has shown a serious change for the worse during the first five months of 1967, and in that period Guyana's main supplier was the United States with the United Kingdom in second place. This does not, however, necessarily show a change in the general trend, for, upon closer investigation, one finds that almost three-quarters of the United States supplies consisted of transport equipment, excluding motor cars and constructional equipment. This is obviously the material that has been brought in under the USAID projects for road building, reconstruction of Atkinson airfield, the erection of a new terminal building at Atkinson, and other projects. But it is clear that we have no reason to be complacent.

It is quite clear that only a relatively small proportion of United Kingdom manufacturers have paid much attention to what is admittedly the relatively small market which this country offers. Nevertheless, imports into Guyana rose from approximately £30 million in 1960 to a little over £40 million in 1966, and with the general expansion of economic activities here there is going to be a continuing increase in the volume of imports; if the United Kingdom is to corner its fair share of the increase, strenuous efforts will have to be made. There are already signs that in some fields



Mr. Michael McCann, First Secretary (Commercial), Georgetown, is seen here inspecting a United Kingdom bottling plant in operation at the local factory of Weiting and Richter.

which have, in the past, been United Kingdom preserves, the effect of competition from other free world countries is being felt. There has, for instance, been a meteoric rise in the sale in Guyana of Japanese motor vehicles. From zero in 1963 one particular Japanese motor manufacturer has, during the first five months of 1967, been able to supply no less than 22 per cent of the motor cars imported into Guyana. There is no sign of any slackening of the Japanese effort, and, in fact, we must expect competition from more of the big Japanese motor vehicle manufacturers. The Japan-

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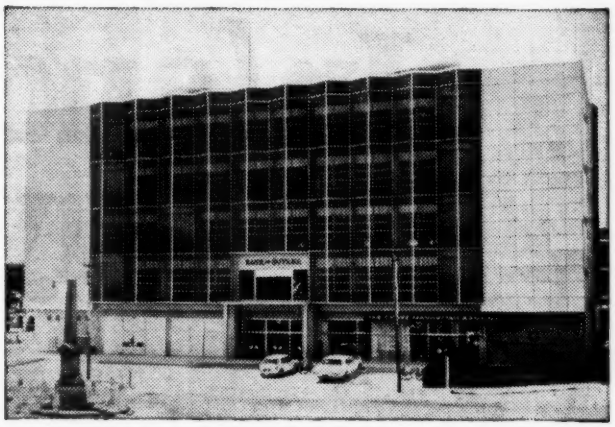
THE MARKET FOR BRITISH GOODS IN GUYANA, *continued*

ese motor cycle has, to all intents and purposes, eliminated United Kingdom motor cycles from the market.

The policy of import substitution is something else which has started to affect some of our traditional exports to this country. During the last few months two of the leading local British groups in Guyana have started blending Scotch malt whisky locally, and one of these two has also started distilling locally a well-known brand of English gin. We must accept that this process of substitution will gather momentum because the Government of Guyana encourages this process in order to reduce their continuing deficit on visible account.

It is not intended in painting this somewhat sombre picture to give the impression that all is lost. Naturally there may be some falling off in trade in some of our traditional lines, but any deterioration in our position in respect of non-essential and/or luxury lines can be amply compensated by increases in, for instance, the supply of plant and machinery and raw materials for the small industries as they are established.

The reputation of British goods remains high, and there has been no tendency since Independence was achieved on May 26, 1966, to turn away from British goods. The Birmingham Chamber of Commerce Mission to the Caribbean in May of this year was undoubtedly a great success, and the members of that Mission would confirm the fact that they probably achieved more in five days in Guyana through this personal visit than would have been achieved over a long period by correspondence. The volume of United Kingdom business visitors to Georgetown continues to be fairly satisfactory, but there is much more that could be done and must be done if we are not to be ousted from our position as Guyana's largest supplier. Since Guyana is a member of the Commonwealth, goods from the United Kingdom enjoy the usual



A view of the new Central Bank building for the Bank of Guyana in Georgetown, which was built by Taylor Woodrow for the Ministry of Works and Hydraulics. Architects were W. H. Watkins and Partners and consulting engineers were E. Baysari and Associates.

Commonwealth preferences, which should be of considerable assistance to us in meeting competition from the other major industrial countries. Representation is, of course, of paramount importance and whilst a very large number of the agencies of United Kingdom firms are confined to four or five big commercial houses, there are quite a number of agencies that lie dormant through unsatisfactory representation.

(*Continued on page* 749)

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THE MARKET FOR BRITISH GOODS IN GUYANA, *continued*

There has also been a tendency for United Kingdom manufacturers to allocate their agencies for the whole of the Commonwealth Caribbean to one central firm, usually in Kingston, Jamaica or Port of Spain, Trinidad. In some cases this has proved to be quite satisfactory, but, here again, it is found that a few of these 'ex-patriate' agents are often too busy in their own home territories to make a real effort to develop business in Guyana. This expression of opinion is in no way intended to be a general condemnation of such agency arrangements, for some of them work very well indeed. There is a feeling, however, amongst the Guyanese that if a United Kingdom manufacturer is really interested in this market, then he should take the trouble to appoint an agent in Georgetown.

Before concluding, some consideration must be given to groups of products which offer best prospects for the future. Clearly, with the planned development of roads in the country over the next few years, there will be increasing opportunities both for public service vehicles, commercial vehicles and motor cars. This growth will obviously be slow, but now is the time to start planning. The growth of air transport will be even slower for two main reasons: one, the lack of suitable air strips, and two, a chronic shortage of pilots.

Extensive local housing schemes which are under-way will obviously provide opportunities for construction equipment and materials, builders' hardware and furniture and, possibly, domestic electric appliances. Canned foodstuffs, economically priced bicycles, stationery, toys and books also offer good prospects.

The textile market is one in which our participation can only be considered as unsatisfactory. The main supplies of textiles for clothing of all types find their origin either in Japan or the United States, from whence considerable quantities of 'shut-outs' are purchased. In the cheap lines of cotton and cotton-mixture dress fabrics, main competition is felt from piece-goods imported from mainland China and the USSR.

One local phenomenon which must be pointed out is that there is a good deal of reluctance on the part of local importers to hold what are normally considered as adequate stocks. With increasing political stability this tendency is slowly being overcome, but for some considerable time now local importers and stockists have preferred to keep their positions 'liquid', and they would only order, piecemeal, just the amount of stocks they needed for their day-by-day consumption.

Such, then, is the market of Guyana. A market where the minimum of payment difficulties have been encountered. A market well served by the Booker Line, the Harrison Line and Dutch KNSN, and by air services from the United Kingdom (BOAC at present operate three direct flights per week, which will increase to four in 1968). A market that can absorb more from the United Kingdom than the present £11 million per year. The Export Services Branch and the Commercial Section of the British High Commission in Georgetown await your reactions and are ready to help you to increase British participation in the market.

This is the fifth and final article in a series on the Caribbean. Previous articles were: 'The British export battle for the Caribbean', by J. R. M. Rocke, chairman of the BNEC Comm'ttee for Exports to the Caribbean, on September 1. 'Jamaica, a first-rate British Market' was published on September 8. 'Barbados – a friendly export market' appeared on September 15 and 'Trinidad and Tobago – a look at the market' on September 22.

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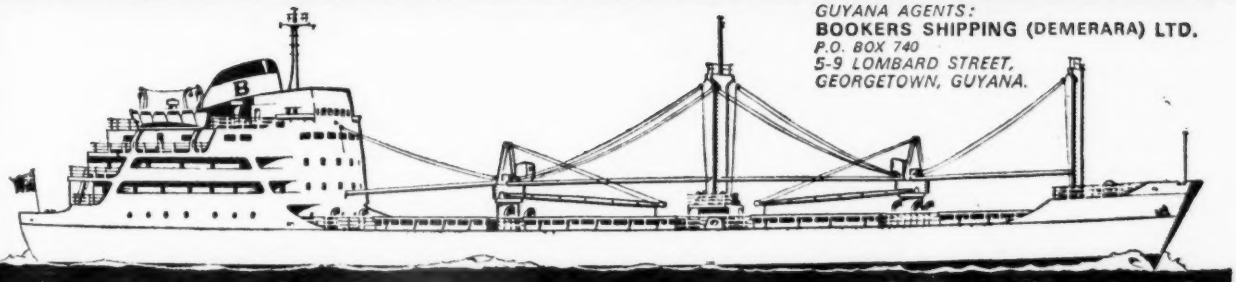

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New Board of Trade Controller for the North Western Region

MR. NOEL BELAM has been appointed Controller for the Board of Trade North Western Regional Office, Manchester, in succession to Mr. R. J. Forbes who will be retiring from the Public Service. Mr. Belam will take up his new appointment on October 23.

Note:

Mr. Belam joined the Board of Trade in 1947 and has served in various sections of the Board, including a number of years in the division concerned with the distribution of industry. From 1955 until 1958 he was British Trade Commissioner in Karachi and he has recently returned from Vancouver where he had been Principal British Trade Commissioner since 1963.

The Board of Trade North Western Region comprises Cheshire, Lancashire and the High Peak District of Derbyshire.

Cotton mill opens in Northern Ireland

THE OFFICIAL OPENING took place on September 19 at Ballymoney, Co. Antrim, Northern Ireland, of the only completely modern spinning plant in the United Kingdom, built at a cost of £1,250,000.

This description of the factory was given by Mr. Edward Stevens, President of the Ames Textile Corporation of America, Lowell, Massachusetts, owners of the newly-formed Ballymoney Manufacturing Company Ltd. Mr. Stevens said that the factory, on a 17½ acre site and starting with a work force of 130, was 'the only British plant producing carded cotton yarn on semi-automated equipment throughout the entire process.'

He added that it was 'the first major cotton spinning factory to be built in the United Kingdom for nearly 20 years.'

Factory for Bo'ness

A FACTORY to refine aluminium alloy is to be established at Bo'ness, West Lothian.

Nortonwood Alloys Ltd., a new company associated with Norton Aluminium Products Ltd. of Cannock, Staffs. and S. W. Wood, Ltd., metal recovery merchants, Bo'ness, plan a 5,000 sq. ft. factory at Bridgeness Road, Bo'ness.

New industry for Wrexham

THE BOARD OF TRADE announced on September 19 that P. H. Muntz and Barwell Ltd of West Bromwich are to occupy a new factory of 150,000 sq. ft. at Wrexham. It will be located on the Vauxhall Industrial Estate at Ruabon Road, Johnstown, near Wrexham, on a site of approximately seven acres.

P. H. Muntz & Barwell Ltd. was formed in 1957 by the amalgamation of two old-established companies, P. H. Muntz (established in 1837) and Charles Barwell & Son Ltd. (established in 1900) who were both engaged in the production of non-ferrous products. The firm's Non-Ferrous Division now produces copper and copper alloy tubes and extrusions, and the Plastics Division plastic tubes and extrusions including PVC rainwater goods at West Bromwich where about 300 are employed.

The company's entire Plastics Division is to be transferred to a new factory at Wrexham. The construction of the building to cover the first stage of the development will commence in October and is expected to be completed by next spring. At this stage some 75 people will be employed, about 25 key workers will transfer from West Bromwich. Ultimately about 190 people will be employed over the next year or two as the development is completed.

The Vauxhall Industrial Estate at Ruabon Road, Johnstown covers an area of 36 acres and is being developed by the Wrexham Rural District Council. Approximately 26 acres remain available for further development and sewers, roads, power and water supplies will be provided by the local authority.

Mr. George Darling, Minister of State at the Board of Trade, performed the inauguration ceremony of the Alloys and Coatings Service Plant of Union Carbide UK Limited at Glossop in Derbyshire on September 22. Also in the picture are, left to right: Mr. K. D. Rutter, managing director; Mrs. C. A. Blackman, the Mayoress of Glossop; Mr. F. P. Higton, president of the Rotary Club; Mr. Peter Jackson, MP (High Peak); and Mr. J. M. Lambert, the plant manager.

Postal codes

FOLLOWING the introduction of postal codes in the Cardiff, Barry and Newport (Mon.) areas, the Board of Trade's offices in these areas have been allocated the following codes, which should be included on all postal packets addressed to them:

Office for Wales, Gabalfa, Cardiff	CF4 4YL
Investment Grants Office, 24/26 Newport Road, Cardiff	CF2 1SY
Registry of Shipping and Seamen, Llantrisant Road, Llandaff, Cardiff	CF5 2YS
Official Receiver, County Court Buildings, Westgate Street, Cardiff	CF1 1NJ
Mercantile Marine Office and Marine Survey Office, 3 Bute Place, Cardiff	CF1 6ND
Mercantile Marine Office and Marine Survey Office, 108 Dock Street, Newport (Mon.)	NPT 2TD

The object of the use of these codes is to enable letters to be sorted more speedily and efficiently by special machinery. No punctuation should be added to the code, it should not be underlined, and in the case of written or typed addresses the code should be placed on a line by itself at the end of the address; no writing should appear below it.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following two proposed mergers to the Monopolies Commission under the provisions of that act; (1), General Accident Fire & Life Assurance Corporations Ltd. and Yorkshire Insurance Company Ltd. and (2), British Steel Constructions (Birmingham) Ltd. and Barry Staines Ltd.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1, or 423 Oxford Street, W1

Application for temporary exemption from import duty

THE BOARD OF TRADE are considering an application for the temporary exemption from import duty of Germanium dioxide (28.28) on the grounds that thi smaterial is not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Exemption is required for the period November 2 to December 30, 1967.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a trade association, and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 13, 1967.

Application for re-imposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the re-imposition of import duty as from December 30, on the following items which are at present temporarily exempt from duty.

Tariff heading	Description	Reference
29.35	9-Vinylcarbazole	6033
29.01	Cyclopentene	647/58
29.02	Bromocyclopentane	1777
	3-Bromopentane	3488
	1, 10-Dibromodecane	1978
	α α-Dibromo-*p*-xylene	5095
	1, 4-Dichlorobutane	8849
	4-Fluorotoluene	3860
29.03	1-Fluoro-3-nitrobenzene	6233
	1-Fluoro-4-nitrobenzene	3859
29.08	2-Fluoroanisole	6589
29.22	2-Bromoaniline	1002
	3-Fluoroaniline	3848
29.27	4-Fluorobenzonitrile	617/58
29.31	Dithio-Oxamide	1086
38.14	Anti-knock preparations containing not less than 45% by weight and not more than 65% of weight of tetramethyl lead	1837

Note:

Interested parties will wish to note that the application for re-imposition of import duty advertised in the *Board of Trade Journal* of September 8, 1967 (page 567) under tariff heading 38.14 should have read Anti-knock preparations containing not less than 45 per cent by weight and not more than 65 per cent by weight of tetramethyl-lead.

Marking of cases of wines or spirits

HM CUSTOMS AND EXCISE announce that packages of wines or spirits in bonded warehouses will no longer have to be marked with consecutive identifying numbers, provided that HM Customs and Excise are satisfied that revenue control will not be impaired.

This relaxation applies both to packages (but not to casks or drums) imported for warehousing and to wines or spirits bottled and cased in warehouse. It is conditional upon all packages of uniform content within an entry, of register/stock account, being similarly marked and distinguishable from packages of different content.

Requests for waiver of consecutive numbering of imported goods should be made on the warehousing entry. For warehoused goods, traders should approach the warehouse officer.

Traders who wish to number packages consecutively for their own purposes are, of course, free to do so.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade*, 1 *Victoria Street*, *London*, *S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

Notice to Exporters: exchange control procedures

THE TREASURY has issued a consolidated Notice to Exporters dealing with exchange control procedures for exports.

This Notice consolidates, with minor amendments, the Treasury Notice to Exporters issued in December, 1963, and the Revised Supplementary Notice to Exporters issued in December, 1965. The amendments stem partly from a simplification in administrative practice covering exports on extended credit terms which have already been accepted by the Exports Credit Guarantee Department, but are mostly consequential upon the making, during 1967, of the two Orders S.I. 1967/556 and 1189, which had the effect that all foreign currencies (including Rhodesian pounds) are now specified currencies, but that Rhodesian pounds are not acceptable as payment for exports to destinations outside the Scheduled Territories.

This Notice, copies of which are obtainable from any bank or Collector of Customs and Excise, supersedes the Treasury Notice to Exporters issued in December 1963, and the Revised Supplementary Notice to Exporters issued on December 10, 1965, which should be destroyed.

Notes:

This is chiefly a consolidating Notice.

S.I. 1967/556, which specified all foreign currencies, was made and announced at the time of the Budget in April 1967. S.I. 1967/1189, made in July, *inter alia* consolidated the provisions laying down for the purpose of Section 23 of the Exchange Control Act 1947 the prescribed territory and the prescribed manner of payment for exports. There is no change in the requirements announced on December 17, 1965 relating to payment for exports to Rhodesia. In accordance with the sanctions policy exports to Rhodesia are severely restricted by export licensing.

Irish butter

THE FOLLOWING statement has been agreed between the Board of Trade and the Commonwealth Office:

'The Irish Government made a request earlier this month for an increase of 1,000 tons in their butter quota for the current quota year. Careful consideration was given to this request but as it seems unlikely that we shall be in need of extra butter during the remainder of the current quota year, no undertaking was given that we would be able to take any extra butter from the Irish. However, the Irish request will be borne in mind should the situation change.'

The trade marks (amendment) rules 1967

THESE RULES which come into operation on September 29, 1967, increase by £1 the fee payable from November 29, 1967, in respect of an application for the registration of a trade mark, and increase by £3 the fee payable on the renewal of a registration of a trade mark. Renewal fees paid on and after September 29, 1967, in respect of trade mark registrations which expire after November 28, 1967, will be at the increased rate.

Copies of the rules (SI 1967 No. 1366) may be obtained from Sale Branch, Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent. Copies may also be obtained at the Sale Branch counter, Patent Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, and from HM Stationery Office at the usual addresses; price 8d. (by post 11d.).

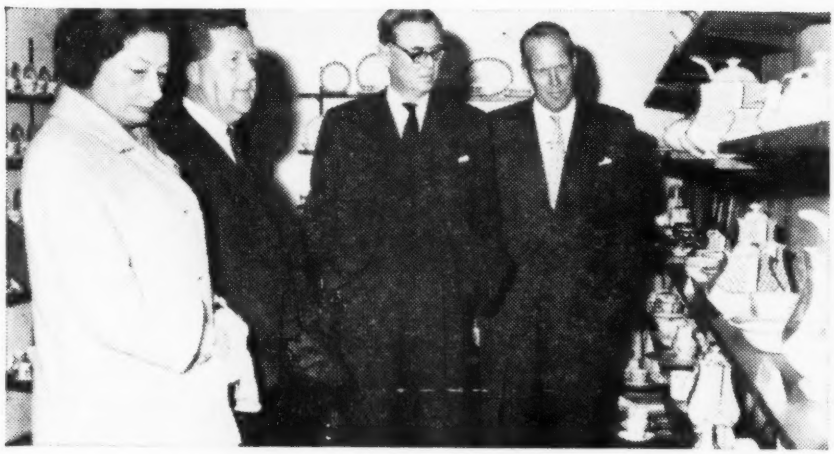
Computer control of imports at Heathrow

THE POST OFFICE announce that its National Data Processing Service has been invited to set up and manage the proposed real-time computer system for the control of imports at Heathrow London Airport in the 1970s, outlines of which were announced in July. Decisions in principle in favour of the scheme have been taken by Customs and Excise and by the major airlines, subject to agreement on fuller proposals now being worked out by the National Data Processing Service.

Note:

The National Data Processing Service came into existence under the Post Office (Data Processing Service) Act passed by Parliament earlier this year. The Heathrow computer scheme will be its first major real-time computer project.

AUSTRALIAN LINKS WITH QUEEN'S AWARD



The efforts of United Kingdom firms presented with the Queen's Award to Industry do not go unnoticed overseas. Australia takes a high proportion of the exports of Award winners, and Sir Charles Johnston, British High Commissioner in Australia, during a recent visit to Sydney made a point of calling on a number of the subsidiaries or branch offices of the 1966 *and* 1967 *Award winners. These visits were very much appreciated by the executives in Australia of the firms concerned. The companies visited by Sir Charles included AEI Ltd. (United Kingdom Award winner Associated Electrical Industries Ltd.), GEC (Aust.) Pty. Ltd. (United Kingdom Award winner General Electric Co. Ltd.), John Dewar & Sons Ltd. (United Kingdom Award winner The Distillers Co. Ltd.), Josiah Wedgwood & Sons (Aust.) Pty. Ltd. (United Kingdom* 1966 *Award winner Josiah Wedgwood & Sons Ltd.) and The English Electric Co. of Australia Pty. Ltd. (United Kingdom Award winner English Electric Co. Ltd.). Left: Looking at some examples of pottery and china at the showrooms of Josiah Wedgwood & Sons (Aust.) are, left to right, Lady Johnston; Mr. I. Taylor, managing director; Sir Charles Johnston; and Mr. M. J. Marshall, Deputy High Commissioner, British High Commission, Sydney. Right: Sir Charles (right) talks to executives of The English Electric Co. of Australia Pty. Ltd.*

Training an internationally minded management

MANAGEMENT TRAINING to prepare managers to operate successfully within a rapidly changing European environment is becoming of increasing and urgent importance. This was the message that emerged from a one-day conference organized by the British Institute of Management on September 21 called 'Preparing the British manager for Europe'.

Some of the new developments which managers would very shortly have to tackle were outlined by Monsieur Philippe Dennis, director-general of the European Institute for Business Administration (INSEAD), Fontainebleau. Conditions of manufacturing and marketing in Europe have changed completely in recent years, said M. Dennis, and although there was an intellectual awareness of this there had been insufficient practical change in approach to the new conditions.

A revolution in management decision-taking, continued M. Dennis, would be caused by the spread of computers and management systems in Europe, which as time went on would become increasingly cheaper. Eventually it would be very cheap to organize a good information system, thus facilitating the process of decision-making at management level.

This would go hand in hand with the 'obsolescence of experience'. In the past it had been difficult to become a manager without a great deal of experience, but now that managers were having to rely more and more on experts, a greater proportion of general managers would be comparatively young men.

Other changes in the environment within which the manager would have to work were the increasing size of the markets. Closed, protected markets were finished, and full competition would be practised. There was also the offensive of American companies in Continental Europe to be taken into account – they were well organized and could attract the best young men with good salaries. European companies must adapt if they wanted to become effective competitors. Strategical planning, as practised in the United States, would also have to be developed.

Discussing how much had been done to develop management training in Europe, M. Dennis said that although some governments had devoted a great deal of attention to the question of improving management techniques there was still a great deal more to be done at this level. The universities also tended to be rather allergic to the teaching of business administration and often were too far removed from business practice.

Individual companies had done some work in this field and an increasing number of business schools for people at the beginning of their career were being created in Europe, as well as seminars and forums which served as meeting places for general managers from different European countries.

Mr. Dennis concluded with a few words about INSEAD, the institute of which he was director-general. This was a completely international centre, and one of its most important courses was a special one on the effects of such communities as the EEC and EFTA on the European environment. An advanced management programme for top-level management staff concentrating on the international aspects of management was being planned for the following year in conjunction with Stamford University.

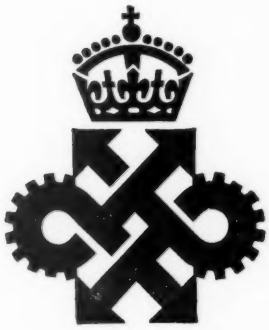
'An elite of internationally minded managers' is what INSEAD aims to create, said M. Dennis – managers who are aware that their own countries are only part of a larger whole.

The best way for the British manager to prepare for Europe is to lose the assumption that he has to prepare for something new and strange. Once he has got used to the idea of being a European again, he will not find it difficult to play his part in 'the concert of Europe'. This was the opinion of Mr. C. W. Ritter, training adviser to Unilever NV. A deeper interest in European cultural patterns and a broadening of his knowledge of European languages would help this re-assimilation, said Mr. Ritter.

In describing his own company's concern with the internationalization of management, Mr. Ritter said that internationally minded managers were now needed who could operate 'beyond the fading boundaries of their own environment'. The company's policy was to train internationals recruited from all over the world who could be used all over the world, and to keep a balance of locals and

(*Continued on page* 754)

THE QUEEN'S AWARD TO INDUSTRY 1968



The closing date for receipt of applications is the 31st October, 1967. Application forms may be obtained from the Office of the Queen's Award to Industry, 1 Victoria St, London SW1.
Telephone: 01-799-7000

Visits by British Overseas Commercial Representatives during the period October to December, 1967

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during the next three months:

1. GHANA (Accra)	H. A. Boyd	Second Secretary (Commercial)	November	In present post since 196
2. NIGERIA (Lagos)	L. P. F. L'Estrange, OBE	Counsellor (Commercial)	November	In present post since 196
3. „	B. W. A. Miller	Second Secretary (Commercial)	November/ December	In present post since 196
4. PAKISTAN (Karachi)	W. B. Powell	Second Secretary (Commercial)	November/ December	In present post since 196

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems, are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices, together with the areas covered and the appropriate Office for Northern Ireland, were listed at page viii of the *Board of Trade Journal* of September 1, 1967). Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade, or in Northern Ireland, The Ministry of Commerce, Belfast, are also available for consultation on export matters.

MANAGEMENT TRAINING, *continued*

internationals in management positions.

The experience and ideas of the British are urgently needed in today's Europe, concluded Mr. Ritter.

The importance of training the right sort of people to deal with tough new markets was stressed by Mr. C. H. Futter, manager, Uniroyal International. Specialist representatives were needed also to make sure that countries got the products they wanted. Mr. Futter ended with a plea not to destroy the individual's personal approach by academic theorizing.

'What is lacking in management development for internationally minded companies?' was the question considered by Mr. H. R. Birkett, senior partner of Urwick Orr & Partners International. Common faults in management development programmes were: failure to integrate management development and company objectives – very few managers really understood a company's objectives and what their own contribution should be; a stress on personality rather than performance; a tendency towards over-programming – the approach should be flexible and not authoritarian and rigid; what Mr. Birkett called the 'crown prince complex' – too much attention paid to a small proportion of the intake of a company, such as the graduate proportion, at the expense of other sectors of the intake; an over-emphasis on promotion; the abdication of line management's responsibility to develop their own subordinates; the pursuit of 'fashionable techniques'; and finally the pursuit of management development as an active faith – it should be possible to show that by good management training there has been a development towards the profit of the company.

Management development is not an optional extra, concluded Mr. Birkett, but an essential part of running an organization. It requires objectives and that the manager should be clear as to the role he is taking up.

EFTA Consultative Committee meets in Helsinki

THE FIFTEENTH MEETING of the EFTA Consultative Committee was held in Helsinki on September 20. Mr. Olavi Salonen, Finnish Minister of Trade and Industry, was in the chair.

Delegations from the eight EFTA countries were composed of representatives of industry, commerce and the employers' and employees' organizations.

In their main discussion, which was on internal EFTA developments since their previous meeting in February 1967, the committee expressed particular interest in the work now going on to remove non-tariff barriers to trade. They urged Governments to maintain and intensify the progress so far made towards abolishing these obstacles to the free flow of trade.

It was universally felt that the requests by some member states for negotiations with the EEC should not retard progress within EFTA itself.

The Committee reviewed a report from the Economic Committee. It also heard a report from Sir Harry Douglass of the British delegation on the work of the Economic and Social Sub-committee. As new chairman of the Sub-committee for the remainder of Sir Harry's term, today's meeting unanimously elected Mr. Lewis T. Wright, also of the British delegation.

As this was the first meeting of the Consultative Committee since several EFTA members had made new approaches to the European communities, there was a general review of the prospects thereby opened up for achieving EFTA'S aim of one unified Western European market.

The views of the Consultative Committee will be reported by the chairman of the EFTA Ministers for discussion at their meeting in Lausanne on October 26.

The relationship of trade to aid in the Far East

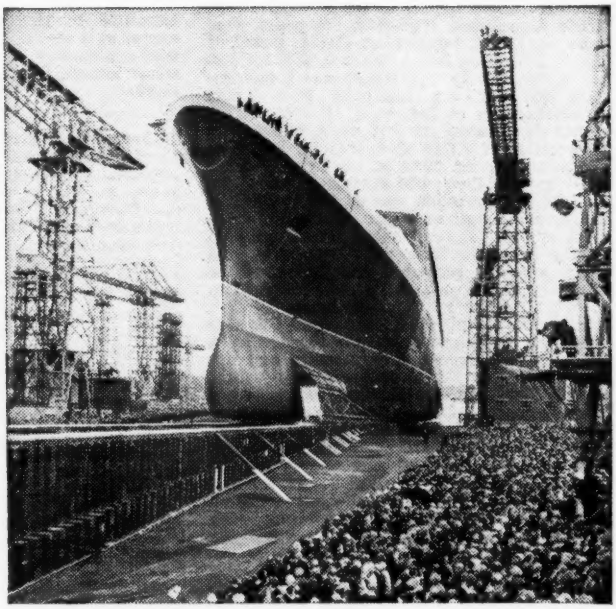
A NEW TYPE of detailed survey, to examine the relationship of trade to aid in the Far East, has been commissioned from the Economist Intelligence Unit by the Asia Committee of the British National Export Council. Announcing this, Mr. Michael Montague, the Chairman of BNEC Asia, said:

'British industry is almost certainly losing out in grasping the increased export opportunities created by British and other financial and technical assistance programmes to the countries of the Far East. Many British industrialists either know too little about these aid programmes or fail to follow up promising opportunities. There is a clear impression that, for instance, the French and Germans have been doing much more than we have in this field. This is why we have commissioned this study, which I believe is the first of its type: to establish the facts and to draw the attention of British businessmen to export opportunities created in the Far East by the economic and technical aid being extended to countries in the area.'

The EIU survey, which is to be completed by March, 1968, will cover all non-Communist countries east of, but including, Pakistan. It will describe the amount of aid from non-Communist countries given to each Far Eastern country whether bilaterally or multilaterally. The various types of aid will be analysed: whether grants, 'hard' or 'soft' loans, supplies of food or equipment free or at subsidized prices, etc. The extent to which direct aid is tied to the goods of the donor country and how such aid-tying can be circumvented by recipient countries will also be examined. Another analysis will cover the relationship of direct aid to the total amount of trade flowing as exports from donor countries.

The study will also examine whether there is need of improved liaison between industry, the Board of Trade and the Ministry of Overseas Development.

Aviation and Shipping



Left: HM the Queen, HRH Princess Margaret, and Mr. John Rannie, managing director of John Brown & Co. (Clydebank) Limited, waving farewell to the 'Queen Elizabeth II' as she moves down the slipway into the Clyde following her christening by HM the Queen. Right: The 58,000-ton liner about to enter the water watched by thousands of enthusiastic spectators. National interest in the launching of the ship last week was stimulated by the secrecy surrounding her name; previously she had just been known as the 'Q4'. The fitting out of the new Cunarder is expected to take more than a year.

Centenary of the 'Ship Captain's Medical Guide'

ONE HUNDRED years ago the Board of Trade was empowered by the Merchant Shipping Act, 1867, to 'prepare or sanction a book or books containing instruction for dispensing the medicines and medical stores to be carried on board ships'; and the Act provided that 'the owners of every ship navigating between the United Kingdom and any place out of the same shall provide and cause to be kept on board such ship a copy of the said book, or of one of the said books containing instructions'.

Whereupon Harry Leach, 'resident medical officer of the 'Dreadnought' hospital ship and inspector of lime and lemon juice appointed by the Board of Trade for the Port of London' submitted the manuscript of a work entitled the *Ship Captain's Medical Guide* which was sanctioned by the Board and published in 1867.

On September 26 HM Stationery Office published on behalf of the Board of Trade the 20th edition of the *Ship Captain's Medical Guide*, compiled by a medical committee under the chairmanship of Dr. M. T. Morgan as medical adviser to the Board. Like Harry Leach before him, Dr. Morgan was also Medical Officer of Health for the Port of London.

The 20th edition contains 356 pages, compared with the 83 pages of the first edition, which cost 1s. But though the increasing complexity of medical matters is demonstrated by the greater size of the new edition, the traditional ills of the sailor still call for comment. Harry Leach said of scurvy: 'If the provisions of the Merchant Shipping Act of 1867 be faithfully carried out by the Government, as well as by your owners and yourselves, scurvy will soon be an unknown disease in the merchant navy.' The 20th edition still needs to say: The absence of Vitamin C 'causes that once-dreaded disease scurvy, now almost a thing of the past'.

The *Ship Captain's Medical Guide* is intended primarily for use on ships where no doctor is carried. It contains authoritative advice on measures of prevention and treatment that can, if necessary, be safely carried out by an intelligent layman. The work can also be recommended for use on expeditions, in isolated communities and camps, and in those situations where professional medical advice is not readily available.

A wide range of advice is given – from first aid, general nursing and the treatment of diseases and injuries to suggestions for invalid cookery and the contents of medical stores. The 20th edition has been extensively revised, new sections being added on heat illness, childbirth, and on illnesses that are more prevalent among fishermen. Other chapters, such as those on venereal diseases and the use of antibiotics, have been revised and expanded in the light of recent developments.

An extra index has been compiled for the new edition with entries under the symptoms of illnesses and diseases. The first 19 editions only carried indexes with entries under the names of the diseases themselves.

The *Ship Captain's Medical Guide*. 20th Edition. Price 30s. (by post 33s. from PO Box 569, Cornwall House, Stamford Street, London, S.E.1). HMSO and Government Bookshops.

A revised edition of the *Merchant Shipping Medical Scales*, laying down the lists of medicines and drugs which must be carried in all ships, is in preparation and will be published shortly.

Appointment to the Air Transport Licensing Board

THE BOARD OF TRADE have renewed the appointment of Mr. E. A. Baldry as a part-time member of the Air Transport Licensing Board for a further period of one year from October 1, 1967.

New Books

Seventh Annual Report of the European Free Trade Association, 1966-1967. (48 pages. Free from the EFTA Information Centre, Board of Trade, 1 Victoria Street, London, S.W.1.). The period covered by this report was a momentous one for the European Free Trade Association, for on December 31, 1966, EFTA effectively reached its first main objective – the creation of a free trade area for industrial goods among its member countries – three years earlier than was envisaged when the Stockholm Convention was signed in 1960. It was also the year in which Britain and Denmark applied for negotiations for membership of the European Economic Community, and which saw the successful completion of the Kennedy Round negotiations – both matters of great interest to the Association. EFTA's internal work during the year covered a wide range of activities, which are recounted in detail in the *Report*. Interpretation and application of the rules of competition laid down by the Stockholm Convention has become a primary concern. During the year an interpretation of Article 14 of the Convention, concerning the purchasing and trading policies of public undertakings, was agreed by the Council of Ministers. Work also went forward on the other rules of competition, as well as on many other potential obstacles to trade, such as technical regulations, which may also be expected to become of relatively greater importance following the final removal of tariff and quota restrictions. The *Report* also records EFTA's external activities during the year, and contains brief accounts of economic developments in EFTA countries and of EFTA trade in 1966. An appendix contains the texts of the communiqués of the EFTA ministerial meetings.

Safari. Report of the Agricultural Engineers' Association Trade Mission to Kenya and Uganda, April 1-18, 1967. (48 pages. Agricultural Engineers' Association Ltd., 6 Buckingham Gate, London, S.W.1. 7s. 6d., post free). This report is the result of a successful working tour of Kenya and Uganda organized by the Agricultural Engineers' Association in conjunction with the British National Export Council (Africa). The basic aim of the mission's members, whose companies between them manufacture the widest range of farm machinery and equipment, was to assess future markets and promote a greater interest in British goods. The emphasis applied to agriculture in the development plans of recently independent African countries should make these markets particularly rewarding for British exports.

The Wealth of the Nation. The National Balance Sheet of the United Kingdom, 1957-1961. (500 pages. Cambridge University Press. 100s.). National balance sheets are statements of the stocks of physical assets owned by economic units in the various sectors of the economy and of the financial claims outstanding between economic units. They thus record the stocks of assets and liabilities and complement the statements of flows during a period which are recorded in the national income accounts, input and output tables and financial transactions accounts. This book reports the results of a study undertaken in the University of Cambridge Department of Applied Economics, and is issued as number 14 in the Department's monograph series. The object of the study is to demonstrate the practical possibility of constructing national balance sheets regularly for this country. The author has first subdivided the holders of wealth into 14 categories, covering the personal sector, non-financial companies, all types of financial institution, the public sector and the rest of the world, and has then analyzed their assets and liabilities in such terms as cash, government securities, ordinary shares, mortgages and so on. The liabilities and assets, all valued on a consistent basis, have then been integrated to give a picture of the nation's wealth as a whole. Two sets of detailed tables, with explanatory notes, show sector and subsector balance sheets and holdings of financial claims.

Techniques of Sectoral Economic Planning: The Chemical Industries, by the United Nations Industrial Development Organization. (67 pages. 7s. 6d., by post 8s. 1d., from HMSO and Government bookshops). This is the first report in a new series being issued by UNIDO (successor to the UN Centre for Industrial Development) under the general title *Industrial Planning and Programming Series*. Problems arising from the relationship between the chemical industry and national economic development are discussed, and particular features of the industry are examined. The main conclusion is that the scale of operations is extremely important: heavy chemical industries really need a sub-continental market for efficient operation, and this implies international co-operation. Without this size of market, manufacturers will tend to concentrate on the lighter branches of the industry: cosmetics, paints, plastic goods and synthetic fibres. The danger here is that such industries tend to be inflexible and force economic planners to limit themselves unnecessarily in making allowances for manpower tied up in them.

Manpower Problems in the Service Sector. Organization for Economic Co-operation and Development. (124 pages. 14s., by post 14s. 7d., from HMSO and Government bookshops. *International seminars 1966-2*). The seminar was designed to provide a complete picture of the common manpower problems of the entire service sector and the distinctive ones in its various branches. The present volume consists of the final report, which summarizes the papers and discussion, and an interpretative essay on manpower problems of an expanding sector. A supplementary volume will be published separately and will consist of the papers prepared for the seminar.

Report of Industrial Training Act Symposium. Committee of Directors of Research Associations. (53 pages. British Welding Research Association. Abington Hall, Cambridge. 17s. 6d.). The passing of the Industrial Training Act, 1964, was perhaps one of the most significant measures taken in recent years for raising the efficiency of British industry. The industrial research associations, which already had considerable experience in providing training courses as a regular part of their work to improve the communication of scientific knowledge to industry, felt a special need to examine the progress of industrial training following the coming into operation of the new Act. Accordingly a symposium, of which the present publication is a report, was organized on November 16, 1966. Among the subjects discussed were the new legislation and its consequences, existing gaps in industrial training, and the part that the research associations can play in the new arrangements. The published report is rendered the more valuable by the inclusion of an extensive bibliography of books for education and training officers.

Staff Titles and Job Description in Commercial Data Processing. Ministry of Technology. (27 pages. 3s., by post 3s. 3d., from HMSO and Government bookshops). This guide has been prepared by the Ministry of Technology in consultation with other Government departments, with representatives of commercial manufacturers and users and with the National Computing Centre. It recommends titles and definitions for various types of work in the computer field and also suggests various ways in which the computing function may be organized within an organization. Since the needs of computer users vary widely, and no system of job definition will be universally applicable, it is offered only as guidance. But the Ministry hope that the widespread adoption of these recommendations will make easier the task of those concerned with problems of recruitment, training and remuneration of computer staff as well as facilitating the collection on a national basis of statistics on these problems.

The Design Centre has recently issued **Stor** Suiting the System to the Requirements, by Geoffrey Salmon (64 pages), and **Living Roo** by Mary and Neville Ward (64 pages). T already published in this series are *Bathroo* by Gontran Goulden; *Bedrooms*, by Dor Meade; *For Children*, by Claire Rayner; *Ha ing*, by Nigel Chapman; *Kitchens*, by Jo Prizeman; *Lighting*, by Derek Phillips. T publications are available, price 7s. 6d. e from Macdonald and Co. (Publishers) L and the Design Centre, 28 Haymarket, Lond S.W.1.

British Industry Week. (CBI/INI Ltd., Bowling Green Lane, London, E.C.1). This periodical (the first issue appeared on Sept ber 15) is being published by a comp jointly formed for the purpose by the C federation of British Industry and IN National Trade Press International Ltd. takes the place of *British Industry*, publis by the CBI, which has now been discontin The new periodical is more attractively p duced, and is designed to offer the busy dustrialist quick, concise reading. It will s to act as a vehicle of industrial opinion as w as being the platform for the discussion industry's common problems. Its main empha will be on helping management to beco more efficient. *British Industry Week* will be controlled circulation journal and will be d tributed free to directors of firms with certa qualifications; to others it will be availabl 2s. 6d. an issue, or on subscription at £6 6s year.

Other publications

ANGLO-JAPANESE TRADE DIRECTORY 1967-6 225 pages. Available free from the Ang Japanese Economic Institute, 342-346 Gra Buildings, Trafalgar Square, London, W.C

CHARLESWORTH'S MERCANTILE LAW. 11th e tion, by Clive M. Schmitthoff and David A. Sarre. 409 pages. Stevens & Sons. Hardba copy 35s.; paperback 18s. 6d.

ECONOMIC DEVELOPMENT COMMITTEE FO RUBBER NEWSLETTER NO. 3 SEPTEMBER 196 8 pages. Available free from the Nation Economic Development Office, Millba Tower, 21-41 Millbank, London, S.W.1.

IPA NATIONAL READERSHIP SURVEYS 196 Tables Relating to July 1966-June 1967. T Institute of Practitioners in Advertising, Belgrave Square, London, S.W.1. The cost the 1967 surveys is 20 guineas per set; guineas to contributors and member-agencie

The Organization for Economic Co-operati and Development have published in the seri of *Economic Surveys by the OECD* Spa (July 1967; 51 pages) and TURKEY (July 196 41 pages). Each issue costs 5s., by post 5s. 5 from HMSO and Government bookshops.

SUGAR YEAR BOOK 1966. 364 pages. Interna tional Sugar Council, 28 Haymarket, Londo S.W.1. 40s.

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Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
October 3	**Industrial equipment and miscellaneous stores**	**Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds, 2. (Tel. 053-2-20898).**

Machine tools; workshop equipment; hand tools; lead batteries; motor vehicle spares; used tyres; electric cable; wireless equipment and spares; wooden boxes and cases; flat wooden pallets, 2-way; office safes; furniture; kitchen utensils and equipment; miscellaneous crockery and glassware; clothing and textiles, including B.D. trousers and blouses; greatcoats; raincoats; shirts, vests; pullovers; ankle boots; shoes; motor cyclists boots; single and double white and coloured blankets; respirator haversacks; old tentage and tent parts; mixed rags; old webbing and canvas; large quantity of coir matting.

Oct. 3-6	**Motor vehicles, road making and heavy duty equipment.**	**Ordnance Storage & Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate. Nottingham (Tel. 54272).**

Morris Minors, Mini Minors and Oxford saloons; Ford Consuls, Popular, Zephyr and Escort saloons; Standard Ensign and Vanguard saloons and estate cars; Land Rovers; Humber Hawk saloons; Morris commercial utility vans; Triumph and BSA motor cycles; Austin vans and trucks; Scammell breakdown trucks; AEC Matadors; Diamond 'T' heavy duty tractors, with winch; Morris commercial office vans; Bedford trucks; Humber 1-ton armoured cars; Thornycroft tractors fitted fifth wheel coupling; Scammell 3-ton 2-wheeled trailers; 2-wheeled water tank trailers; Coventry Climax fork lift trucks; Austin 'Champs'; Hydraulic loading shovels; Ruston Bucyrus and NCK crane conversion sets; mobile tankers; self-propelled fire pumps; engineering spares, etc.

October 12	**Miscellaneous stores . . . . .**	**Command Ordnance Depot, Coypool, Marsh Mills, Plymouth.**	**Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 29292).**

Furniture; textiles and clothing; hand tools; crockery and kitchen utensils; batteries; trailer mounted generators; paint; non-ferrous scrap metal and many items of miscellaneous stores, including various motor engines; old nylon and terylene cordage, etc.

Oct. 17-18	**Miscellaneous stores, including:**	**The Lido Ballroom, Worthy Lane, Winchester, Hants.**	**Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211).**

Daimler scout cars; fork lift trucks; outboard motors and spares; Ransome Proconsul ploughs and harrows; machine tools; M.T. spares; concrete mixers; lead acid batteries; electrical equipment and spares; asbestos sheeting; generating sets; ammunition and engine boxes; clothing and textiles; furniture; mixed rags and old canvas; binoculars; watches; cameras, etc.; ball bearings, various; electric cable; hydraulic and screw jacks; battery charging sets; engineering tools; trailer mounted mobile field ovens; periscopes; prisms; episcopes; water bottles; kitchen utensils and glassware; canvas haversacks; teleprinter units.

Catalogues of the above sales may be obtained from the relevant auctioneers from 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1967	Description of Goods	Location	Auctioneers
Oct. 3 . .	Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Gounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Direct from the auctioneer price 1s. each. View days: Day preceding and morning of sale.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance

Price **7s. 6d.** (*by post* 8*s.* 4*d.*). Annual Subscription **£5** including postage and a copy of the Definitions of items and units employed in the Digest.

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	154	118	170	185	150	+579	+354	+72	+47
1965	128	132	155	148	126	108	159	130	166	190	156	+340	+217	+19	+43
1966	130	133	162	156	128	109	161	131	162	184	167	+199	+112	+ 3	+ 6
1965															
4th quarter	129	133	158	151	126	109	161	131	168	189	158	+ 80	+ 35	+13	+14
1966															
1st quarter	131	134	166	155	130	110	160	135	165	181	159	+ 73	+ 53	N/C	+19
2nd quarter	129	133	161	157	129	110	160	127	166	184	166	+ 58	— 11	—15	+26
3rd quarter	130	134	159	156	126	109	163	132	163	183	174	+ 91	+ 84	+20	—15
4th quarter	131	132	161	157	126	109	160	130	154	188	168	—18	— 13	— 1	—24
1967															
1st quarter	133	132	167	161	129	109	164	128	163	189	178	+ 39	+ 3	— 8	+14
2nd quarter		133				109		125*	178*				— 1*	—12*	+14
1967															
January		132				109									
February		132				109									
March		133				110									
April		133				109									
May		132				108									
June		133				110									
July		134*				110									

	ORDERS		PRICES AND COSTS					LABOUR					BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textile and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1965													
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 1
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24·919	159	153	— 35
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	— 96
3rd quarter	159	109	137·5	+3·7	114·6	133·0	169·8	322	253	24,953	161	157	— 58
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+130
1967													
1st quarter	148	105	139·3	+3·6	112·0	133·6	171·4	458	188		164	166	+ 30
2nd quarter	148	108*	140·5	+2·6	110·0	133·6	172·8	508	168		167	160	—125
3rd quarter								555*	158*				
1967													
January	152	105	139·2	+3·6	112·5	133·6	170·9	454	191		172	174	
February	150	105	139·4	+3·7	112·3	133·6	171·3	454	188		163	167	
March	148	105	139·4	+3·5	111·2	133·6	171·9	467	184		157	156	
April	148	106*	140·4	+3·0	109·9	133·6	172·1	495	174		174	163	
May	148	109*	140·3	+2·3	110·0	133·6	173·1	505	168		166	162	
June	148	108*	140·9	+2·4	109·6	133·5	173·2	524	162		164	154	
July	147*	103*	140·1	+2·3	109·3*	134·3*	176·3	543	155		157	163	
August			139·7	+1·4	109·5*	134·4*	176·6	559	155		163*	154*	
September								563*	165*				

*Provisional. †Not seasonally adjusted.

Index of Industrial Production for July

THE PROVISIONAL index of production for July 1967, prepared by the Central Statistical Office, was 134 (seasonally adjusted). For manufacturing industry alone the figure was 136.

For the three months May to July 1967 it is provisionally estimated that production as a whole showed no change on the preceding three months, February to April 1967, and for manufacturing industries alone there was a decrease of 0.1 per cent.

The average index number for the latest three months and the previous three months shown at the foot of the table gives a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958=100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries: Food, drink and tobacco: Total	Food	Drink and tobacco	Chemicals and allied industries: Total	Coke ovens, oil refineries	General chemicals	Engineering and allied industries: Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1961	113·9	93	114·8	110	107	116	125	122	125	114	121	86	110	105
1962	115·1	95	115·3	112	110	116	129	120	131	115	123	87	112	101
1963	119·0	95	120·0	115	112	121	139	124	141	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	152	135	154	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	159	142	161	133	144	74	129	123
1966	133·4	86	135·6	124	117	137	165	149	167	136	152	74	131	115
Unadjusted:														
1966 1st quarter	138	90	140	121	116	130	167	146	170	142	156	73	141	128
2nd quarter	135	90	138	128	117	145	164	152	166	138	149	73	142	119
3rd quarter	125	76	128	121	115	133	160	144	163	127	142	74	119	106
4th quarter	136	91	136	126	119	138	167	153	169	138	162	76	122	106
1967 1st quarter	134	86	134	118	112	128	174	154	177	135	154	75	125	110
2nd quarter	135	90	138	127	119	142	175	149	179	138	156	73	134	111
1967 May	134	94	135	127	120	140	175	151	178	135	152	73	131	105
June	135	86	139	129	117	149	177	146	181	141	162	72	132	115
July (prov.)	124	79	126	124	116	138	163	122	169	125	145	72	114	98
Seasonally adjusted:														
1966 1st quarter	134	88	138	126	118	140	162	147	165	137	150	72	134	122
2nd quarter	133	88	136	124	117	137	161	149	163	136	150	73	134	116
3rd quarter	134	85	137	124	117	136	167	148	170	138	153	76	133	117
4th quarter	132	84	133	123	116	135	168	152	170	134	155	75	122	104
1967 1st quarter	132	87	134	124	116	139	171	155	173	133	152	75	123	108
2nd quarter	133	86	133	122	116	134	170	146	174	134	154	73	123	106
1967 February	132	87	134	124	114	143	170	164	171	133	153	75	121	106
March	133	86	134	123	117	135	173	150	176	134	154	74	124	108
April	133	88	134	123	117	135	168	145	171	135	155	75	127	105
May	132	86	132	122	118	131	174	147	178	132	154	73	119	104
June	133	85	134	122	114	135	169	145	173	135	154	72	123	110
July (prov.)	134	85	136	124	118	135	171	122	178	136	155	73	125	116
Feb.-April (av.)	133	87	134	123	116	138	170	153	173	134	154	75	124	106
May-July (av.) (prov.)	133	85	134	123	117	134	171	138	176	134	154	73	122	110

	Manufacturing industries (continued): Metal manufacture: Total	Ferrous	Non-ferrous	Textiles, leather and clothing: Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Bricks, pottery, glass, etc.: Total	Bricks, cement etc.	Pottery and glass	Timber furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
1966	125	125	127	120	117	101	127	151	157	142	121	144	152	138	151
Unadjusted:															
1966 1st quarter	135	134	138	127	123	112	137	152	155	146	119	153	155	134	177
2nd quarter	131	132	131	122	121	104	126	153	160	142	121	151	154	140	137
3rd quarter	114	115	113	113	109	91	124	149	155	139	123	133	146	141	120
4th quarter	121	120	125	118	117	96	123	151	156	143	123	140	153	142	171
1967 1st quarter	122	122	122	116	113	92	128	149	155	139	112	145	150	137	182
2nd quarter	123	123	124	115	115	93	118	159	169	142	127	149	155	145	145
1967 May	118	118	120	110	112	90	108	159	167	145	124	153	149		147
June	123	123	125	114	115	92	116	157	168	139	138	144	157		125
July (prov.)	104	103	110	105	101	79	117	154	164	137	120	127			114
Seasonally adjusted:															
1966 1st quarter	130	129	133	123	120	107	132	152	157	144	125	148	153	135	148
2nd quarter	128	128	128	123	122	104	130	151	156	142	120	147	152	139	151
3rd quarter	124	124	123	119	117	99	126	153	157	147	122	146	154	141	150
4th quarter	120	119	123	114	111	93	122	149	157	137	117	137	149	141	156
1967 1st quarter	118	118	120	116	113	90	125	151	159	138	121	143	153	140	153
2nd quarter	118	117	120	114	113	90	120	154	162	141	124	142	150	143	160
1967 February	119	119	120	117	114	90	127	151	159	139	121	146	154		154
March	117	117	120	115	114	91	120	151	159	137	123	141	151		150
April	121	120	123	117	114	92	126	155	166	138	119	140	153		162
May	116	115	120	111	112	89	112	156	162	146	124	142	148		164
June	117	117	117	115	112	88	123	150	158	139	128	145	148		154
July (prov.)	119	119	123	117	114	88	126	155	165	138	125	145			147
Feb.-April (av.)	119	119	121	116	114	91	124	152	161	138	121	142	153*		155
May-July (av.) (prov.)	117	117	120	114	113	88	120	154	162	141	126	144	150*		155

* Latest available three months (April-June) and previous three months (January-March).

Orders, deliveries, production and exports in the engineering industries in July

THE MINISTRY OF TECHNOLOGY reports that first estimates for July show that production in the mechanical and electrical engineering industry remained at about the same level as in the second quarter. Production has remained flat for the past six months and is little different from the level of the second half of 1966. Mechanical engineering production was 3 per cent higher in the second quarter than in the first whilst electrical engineering showed virtually no change. These are shown in the first three columns of Table 1.

In the wider group of engineering industries covered by Tables 2 and 3 (including some vehicles in addition to mechanical and electrical engineering) the preliminary seasonally adjusted figures for July show an increase in home deliveries, with a 2 per cent rise in the latest three months compared with the previous three months. Export deliveries have declined during 1967, however, and are 6 per cent lower in the last three months. Both home and export net new orders have shown improvements over recent months and the level of total net new orders for the period May to July was 6 per cent higher than the level of the preceding three months. The level of orders-on-hand at the end of July shows little change from the June figures but a comparison with three months ago shows a 6 per cent increase for export order books and a 3 per cent decrease for the home market. These divergent trends have caused total orders-on-hand to remain virtually unchanged over the last few months.

More detailed statistics of the current value of deliveries of mechanical and electrical engineering products for the second quarter of 1967 are shown in Table 4. This table has now been enlarged to include all the characteristic products of Order VI of the Standard Industrial Classification with the exception of ordnance and small arms. The additional headings included this time are for Instruments, Watches and Clocks, Telegraph and Telephone Apparatus, and Radio and other Electronic Apparatus and for these headings figures are available only since the beginning of 1966. In the mechanical engineering sector the value of deliveries rose generally

Table 1. Engineering and electrical goods (S.I.C. Order VI)
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			Exports (4)
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	
	1958 = 100			December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	166	165	168	111
1966	152	149	157	156	157	153	116
1965 1st quarter	142	141	145	168	168	167	106
2nd quarter	142	141	144	168	167	169	115
3rd quarter	145	143	148	166	166	166	107
4th quarter	148	144	154	166	165	168	115
1966 1st quarter	150	146	158	164	163	168	120
2nd quarter	150	146	157	163	162	164	113
3rd quarter	153	151	157	160	160	161	110
4th quarter	155	154	157	156	157	153	125
1967 1st quarter	152	147	160	150	150	151	123
2nd quarter	154	152	159	151	147	164	123
1966 August	153	150	157	161	161	162	
September	152	149	156	160	160	161	
October	155	154	157	159	159	159	
November	155	154	156	158	158	157	
December	156	154	158	156	157	153	
1967 January	149	146	153	154	154	153	
February	153	148	160	152	152	151	
March	154	148	166	150	150	151	
April	155	153	159	150	150	152	
May	154	152	158	151	148	160	
June	154	151	161	151	147	164	
July	155*	..	..	150*	146*	163*	
Average:							
Latest 3 months shown	154	152	159				
Previous 3 months shown	154	147	160				
Percentage change (5)	Nil	+3	Nil	Nil	−2	+7	

*Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(3) Index of the total value at constant (average 1958) prices of orders held in these industries.
(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.
(5) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

(*Continued on next page*)

compared with the second quarter of 1966, the most marked increases being for mining machinery, other industrial plant and fabricated steelwork, and pumps and valves. Total deliveries in the electrical engineering sector are only slightly higher than in the second quarter of 1966. Deliveries of the larger equipments have, in the main, risen with the largest increases in telegraph and telephone apparatus, generating equipment and rotating electrical machines, and transformers. The decreases have mainly occurred in the miscellaneous electrical headings.

Description of the statistics

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics or orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effect of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review, and the seasonal adjustment factors are reassessed each year as another 12 months' experience becomes available. Not withstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the prevous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case, the figures shown against the months in Table 2 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against Junes are the average of the seasonally adjusted figures for May, June and July.

Table 2. Engineering industries (1) Seasonally adjusted
Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	163	145	143	171	146	142
1966	154	143	150	155	142	148	154	145	156
1965 1st quarter	166	150	139	164	150	140	172	151	136
2nd quarter	166	143	143	164	142	143	173	147	143
3rd quarter	165	140	144	163	141	143	170	138	147
4th quarter	165	149	146	163	150	146	171	149	144
1966 1st quarter	163	142	148	161	141	147	169	146	150
2nd quarter	161	143	149	160	144	148	165	139	150
3rd quarter	159	147	152	158	145	150	161	151	158
4th quarter	154	140	153	155	138	148	154	145	165
1967 1st quarter	148	134	150	147	130	148	150	147	156
2nd quarter	148	150	151	144	143	152	160	172	148
1966 August	160	147	150	159	145	147	162	151	157
September	159	143	150	158	143	148	161	146	155
October	158	142	152	157	141	148	159	147	162
November	156	140	153	156	138	148	157	145	167
December	154	136	153	155	133	149	154	142	165
1967 January	152	134	147	152	131	147	152	142	148
February	150	134	150	150	130	148	151	147	158
March	148	142	153	147	139	150	150	150	162
April	148	149	151	147	142	152	150	169	149
May	148	150	154	146	143	154	157	172	153
June	148	150	147	144	144	149	160	170	142
July*	147	..	155	144	..	158	159	..	145
Average:									
Latest 3 months		150	152		144	154		170	147
Previous 3 months		142	151		139	150		150	156
Percentage change (4)	Nil	+6	Nil	—3	+4	+2	+6	+13	—6

*Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three month centred moving averages.
(4) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

(*Table 3 on next page*)

Table 3. Engineering industries (1) Unadjusted

Index numbers of the volume of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1966	152	143	150	152	142	148	154	145	156
1965 1st quarter	167	161	145	165	164	146	172	154	142
2nd quarter	166	140	142	165	141	142	171	138	142
3rd quarter	165	129	133	163	128	132	169	131	135
4th quarter	163	151	152	161	148	152	172	160	151
1966 1st quarter	164	157	154	162	158	153	170	153	158
2nd quarter	161	138	147	161	142	146	163	129	148
3rd quarter	159	135	141	158	132	140	161	142	145
4th quarter	152	142	159	152	136	154	154	156	173
1967 1st quarter	149	144	152	149	142	149	151	150	158
2nd quarter	148	151	154	145	145	155	157	167	151
1966 January	163	144	144	161	144	144	172	144	145
February	165	163	150	162	162	147	173	164	159
March	164	163	167	162	167	167	170	150	168
April	163	126	140	161	126	138	168	128	145
May	163	143	144	161	147	144	166	133	144
June	161	146	156	161	153	157	163	126	155
July	160	141	147	160	137	147	162	152	148
August	160	123	124	160	120	120	162	131	134
September	159	140	152	158	139	152	161	145	152
October	158	149	156	157	143	152	160	163	166
November	156	141	160	155	134	154	158	161	175
December	152	135	162	152	132	157	154	145	178
1967 January	151	137	143	151	136	143	153	140	145
February	150	147	154	150	143	150	152	157	167
March	149	148	157	149	146	155	151	154	163
April	148	150	155	148	151	154	149	149	158
May	149	156	151	147	142	152	156	194	148
June	148	146	156	145	142	159	157	158	147
July*	147	143	146	144	147	150	157	132	134

*Provisional.
(1) See footnotes (1) and (2) to Table 2.
2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

(*Table 4 on next page*)

Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill **6s. 6d.** (7*s.*), No. 10 Woman, Wife and Worker **2s.** (2*s.* 3*d.*), No. 11 Money for Effort **1s. 9d.** (2*s.*), No. 12 Human Sciences Aid to Industry **2s.** (2*s.* 3*d.*), No. 13 The Supervisor and His Job **3s.** (3*s.* 5*d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (3*s.* 5*d.*), No. 15 Training the Adult Worker **3s. 6d.** (3*s.* 11*d.*), No. 16 How Research Can Help Training **1s. 6d.** (1*s.* 9*d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (2*s.* 6*d.*)
Prices in brackets include postage.

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Table 4. Deliveries of certain mechanical and electrical engineering products (a)

£ million

	1964	1965	1966	1966				1967	
				1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter*	2nd quarter*
Machinery other than electrical:									
Agricultural machinery (excluding tractors)	65·8	58·8	53·8	14·8	14·8	13·6	10·6	13·5	14·2
Metal-working machine tools and welding machinery	141·0	158·5	166·6	43·3	39·6	41·8	41·9	45·5	42·9
Engineers' small tools and gauges	79·6	88·2	91·7	23·5	23·0	21·8	23·4	23·7	23·6
Internal combustion engines	109·5	118·0	64·3	15·3	15·3	15·6	18·1	17·2	15·6
Other prime movers			73·3	12·7	17·0	18·1	25·5	15·2	18·1
Textile machinery and accessories	99·8	104·2	110·7	28·3	28·3	25·5	28·6	27·2	29·3
Contractors' plant and quarrying machinery	145·9	154·4	143·5	37·4	39·4	32·8	33·9	36·6	41·9
Mechanical handling equipment	110·3	118·3	132·5	33·2	31·7	32·5	35·1	33·5	31·7
Office machinery	92·2	79·6	78·7	18·5	19·7	18·6	21·9	18·9	20·1
Mining machinery	56·3	54·9	61·2	13·4	15·0	14·6	18·2	15·6	18·0
Refrigerating machinery	51·5	55·3	53·4	15·3	16·3	11·4	10·4	13·1	16·9
Space-heating, ventilating and air-conditioning equipment	66·5	71·0	78·8	20·5	18·3	19·4	20·6	19·1	18·1
Pumps and industrial valves	112·9	124·1	144·0	34·6	34·3	34·2	40·9	37·5	39·0
Air and gas compressors and exhausters	36·2	42·3	44·4	11·4	10·4	11·0	11·6	11·6	11·7
Food and drink machinery	47·7	46·7	45·5	10·4	11·0	11·4	12·7	9·7	12·0
Packaging machinery	24·3	23·7	26·8	6·4	6·8	6·2	7·4	7·4	6·8
Steel and non-ferrous metal rolling mills and ancillary equipment	23·8	24·3	26·5	7·0	6·3	7·0	6·2	7·1	6·1
Other machinery except electrical machinery	270·7	300·0	309·3	76·6	79·3	72·9	80·5	76·2	82·6
Industrial plant and fabricated steelwork:									
Water tube boilers	63·1	81·2	91·7	20·1	20·2	25·5	25·9	22·7	20·8
Shell boilers and boilerhouse plant	32·6	36·3	48·1	11·7	12·0	11·1	13·3	11·5	10·8
Chemical plant	53·7	86·4	128·3	26·5	32·8	34·8	34·2	29·9	32·8
Iron, steel and non-ferrous metal works plant other than rolling mills	37·6	34·3	36·7	9·1	7·5	7·6	12·5	11·3	7·3
Other industrial plant and fabricated steelwork	170·3	186·4	222·5	51·6	53·0	56·7	61·2	59·7	63·3
Instruments, watches and clocks:									
Photographic equipment	..	..	95·3	21·4	26·8	24·8	22·3	22·0	28·0
Optical instruments	..	..	12·7	3·0	2·9	3·1	3·7	3·7	3·2
Spectacles, etc.	..	..	11·7	3·0	3·0	2·9	2·8	3·2	3·3
Surgical, dental and veterinary instruments and appliances	..	..	15·6	4·1	3·9	3·7	3·9	4·2	4·4
Other scientific instruments and equipment	..	..	106·2	26·6	26·0	25·4	28·2	29·9	28·2
Watches and clocks	..	..	15·4	3·6	3·4	4·0	4·4	3·6	3·7
Electrical machinery:									
Generating equipment and rotating electrical machines	138·5	147·0	156·0	37·2	37·3	37·0	44·5	39·7	43·3
Transformers for lighting, heating and power	64·5	65·7	69·1	17·0	15·8	16·6	19·7	16·9	18·4
Switchgear and control gear	155·9	172·9	197·9	47·9	49·0	48·7	52·3	50·9	51·5
Other electrical machinery	26·7	26·9	31·8	8·2	8·0	7·8	7·8	7·8	9·0
Insulated wires and cables	183·8	220·5	253·7	65·9	65·4	59·5	62·9	60·2	62·4
Telegraph and telephone apparatus	..	..	146·9	37·3	34·6	34·8	40·2	43·0	45·2
Radio and other electronic apparatus:									
Broadcast receiving equipment and gramophones	..	..	134·9	36·1	29·0	31·0	38·8	32·6	27·1
Radio, radar and electronic capital goods	..	..	305·1	77·1	76·3	75·3	76·4	85·1	76·1
Radio and electronic components including valves	..	..	166·0	44·2	40·7	39·2	41·9	45·6	41·9
Other electrical goods (except radio, telecommunications and other electronic apparatus):									
Domestic electrical appliances	165·8	152·4	156·6	36·9	36·4	36·8	46·5	36·8	35·6
Electrical equipment for motor vehicles, cycles and aircraft	86·3	85·2	91·1	22·4	24·8	22·2	21·7	24·1	26·2
Primary batteries	18·8	19·9	21·3	5·0	5·2	5·2	5·9	5·0	5·1
Secondary batteries (accumulators)	34·8	37·2	35·5	7·8	8·9	8·4	10·4	8·2	8·5
Electric lamps	30·2	32·5	34·0	9·0	8·3	8·0	8·7	9·0	7·8
Miscellaneous electrical goods	111·2	127·6	140·0	36·2	35·2	32·3	36·3	32·0	25·6
Ball and roller bearings	312·8	335·2	62·1	16·1	16·1	14·8	15·1	15·9	16·7
Components not included above and sub-contract sales			302·9	76·6	77·4	70·6	78·3	76·2	77·8
Amount charged for work done on customers' materials and repair work	83·4	88·0	101·6	23·6	24·8	26·5	26·7	25·2	26·4

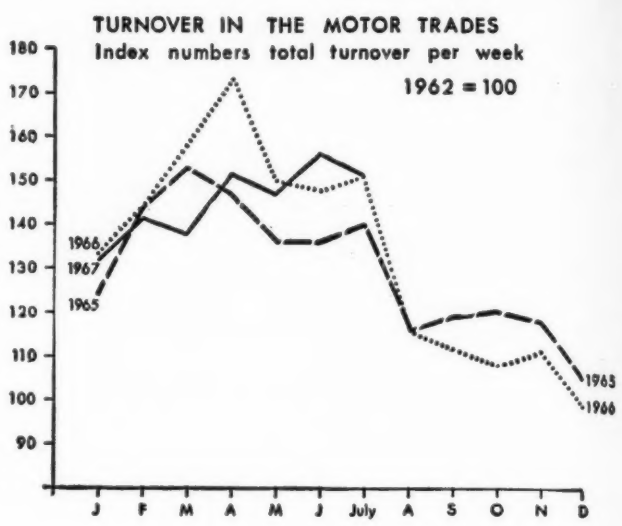
(a) Characteristic products of industries in Order VI of the Standard Industrial Classification, except ordnance and small arms. Excluding deliveries by the smallest firms estimated at about 2 per cent of the total.
In general, spare parts supplied by manufacturers of complete machines are included with these machines, but parts, other than those separately specified, supplied for assembly by makers of complete machines are included in the heading for sub-contract sales and components.
* Provisional.

Turnover of the motor trades in July

THE TOTAL TURNOVER of the motor trades in July was slightly higher than in July last year, but was a little below the level recorded in June this year.

Sales of new motor vehicles, which in June showed an increase over last year's figures for the first time this year, fell in July and were 7 per cent lower than in July last year. Demand in June was stimulated by the relaxation of the hire purchase controls in the early part of the month and it is probable that in July some purchases were held over to take advantage of the change in the registration letter for vehicles registered from August 1. Sales of secondhand vehicles, not affected by the change in the registration letter, and still under the stimulus of the relaxation of the hire purchase controls in June were 15 per cent higher than in July 1966. In the first seven months of 1967 sales of secondhand vehicles were only 2 per cent lower and sales of new motor vehicles were 13 per cent lower than in the first seven months of 1966.

Sales of petrol, oil, accessories and spare parts, together with receipts from servicing and repairs were 4 per cent higher than in July 1966. The results of the last three months indicate that the rate of growth for these sales is now smaller than in previous months.



Index numbers of turnover per week and percentage changes on a year earlier [a]

1962 = 100

Kind of business (Turnover in 1962 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total turnover (£2,979 million)	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967	146(b)	137	152			132	141	138	151	147	156	153					
	1966	+3	+3	+12	Nil	−7	+7	Nil	+3	+17	+10	+10	+8	Nil	−6	−10	−7	−5
	1967	−4(c)	−6	−3			−1	−2	−13	−12	−2	+4	+1					
ANALYSIS OF TURNOVER:																		
Sales of new motor vehicles (£1,119 million)	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	152(b)	145	159			139	150	145	161	156	161	151					
	1966	−2	Nil	+18	−8	−26	+7	−6	Nil	+38	+12	+4	+9	−12	−23	−29	−25	−24
	1967	−13(c)	−16	−10			−10	−10	−25	−29	−2	+5	−7					
Sales of second hand motor vehicles (£568 million)	1963	108	103	127	111	93	72	97	132	127	137	119	124	111	100	103	104	75
	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	139(b)	124	150			105	134	133	148	143	158	148					
	1966	Nil	+2	+8	−6	−8	+4	Nil	+2	−3	+9	+17	+1	−10	−10	−16	−6	−3
	1967	−2(c)	−8	−2			−6	−3	−12	−6	−7	+7	+15					
All other sales and receipts (£1,292 million)	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	143(b)	136	146			138	137	134	144	141	151	156					
	1966	+8	+8	+9	+10	+7	+8	+6	+9	+5	+9	+11	+10	+12	+8	+6	+7	+7
	1967	+5(c)	+6	+4			+11	+8	+2	+9	Nil	+3	+4					

(a) The periods covered by the index numbers consist of either four or five weeks each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by July 1967 turnover was the four weeks from July 2, 1967 to July 29, 1967; the corresponding period in 1966 was from July 3, 1966 to July 30, 1966.
(b) Index numbers for periods January to July, 1967.
(c) Percentage change for period January to July, 1967 compared with corresponding period of 1966.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (City 3718).**

Car and commercial vehicle production in August

THE MINISTRY of Technology have announced that in the four weeks ending August 26 the weekly average rate of production of cars was 22,783, a fall of 15 per cent on the rate in the corresponding period last year. Production of commercial vehicles averaged 4,999 a week, 32 per cent lower than in August 1966. However, August production was more seriously reduced by holiday shutdowns this year than last and the two months are not directly comparable.

Allowing for seasonal factors car production is estimated to have been at a higher level in August than in July for both home and export markets. However, due to the difficulty of taking adequate account of the change in the holiday pattern this year the usual monthly comparison must be viewed with caution. A better assessment is given by a comparison of the average of July and August with June. This shows total production to have been 2 per cent higher during the holiday period, with home market production up by 11 per cent but export production down by 12 per cent. On a longer-term comparison total production was at much the same level in the latest three months as in the three months March-May, a rise of 7 per cent in home market production being almost entirely offset by a 9 per cent fall in production for export.

On a similar seasonally-adjusted basis total production of commercial vehicles is also estimated to have been somewhat higher this month than in July, almost entirely due to increased production for export. The figures for the two months are, however, subject to the same limitations as those for cars and a comparison of the average for July and August with June shows both home market production and production for export to have risen to about the same extent. As compared with the three months March-May total production was a little higher in the latest three months despite a fall of 10 per cent in production for export.

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road & Tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

Table 1. Recorded production

	No. of weeks	Passenger Cars				Commercial Road Vehicles			
		For Home Market	For Export	Total	Weekly average	For Home Market	For Export	Total	Weekly average
1963	52	958,766	649,173	1,607,939	30,922	238,876	164,905	403,781	7,765
1964	53	1,161,886	705,754	1,867,640	35,238	285,332	179,404	464,736	8,769
1965	52	1,069,374	652,671	1,722,045	33,116	280,976	174,240	455,216	8,754
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1966 1st quarter	13	294,287	168,174	462,461	35,574	75,662	44,718	120,380	9,260
2nd quarter	13	309,350	174,797	484,147	37,242	76,266	47,362	123 628	9,510
3rd quarter	13	206,248	127,895	334,143	25,703	56,128	40,758	96,886	7,453
4th quarter	13	168,799	154,129	322.928	24,841	52,558	45,223	97,781	7,522
1967 1st quarter	13	228,687	158,877	387,564	29,813	54,850	40,382	95,232	7,325
2nd quarter	13	281,652	164,885	446,537	34 349	66,929	37,286	104,215	8,016
1966									
June	5	117,058	65,586	182,644	36,529	28,822	18,676	47,498	9,500
July	4	55,188	33,565	88,753	22,188	13,318	10,814	24,132	6,033
August	4	68,594	39,055	107,649	26,912	17,790	11,207	29,197	7,299
1967 June	5	105,588	61,197	166,785	33,357	26,814	13,367	40,181	8,036
July	4	63,245	31,344	94,589	23,647	17,018	9,625	26,643	6,661
August	4	60,015	31,117	91,132	22,783	14,035	5,961	19,996	4,999

Table 2. Production—seasonally adjusted.

Monthly averages — Thousands

	Passenger Cars			Commercial Vehicles		
	For Home	For Export	Total	For Home	For Export	Total
1963	79·9	54·1	134·0	19·9	13·7	33·6
1964	96·8	58·8	155·6	23·8	15·0	38·7
1965	89·1	54·4	143·5	23·4	14·5	37·9
1966	81·6	52·1	133·6	21·7	14·8	36·6
1966 1st quarter	91·1	52·3	143·4	23·9	14·3	38·2
2nd quarter	90·6	54·5	145·2	23·7	14·9	38·6
3rd quarter	85·4	50·9	136·3	21·9	15·7	37·6
4th quarter	59·1	50·6	109·7	17·4	14·4	31·8
1967 1st quarter	72·4	50·7	123·1	17·9	13·3	31·3
2nd quarter	80·5	50·5	131·0	20·2	11·7	31·9
1967 January	71·0	50·1	121·1	17·0	13·5	30·5
February	68·2	51·9	120·1	17·5	13·3	30·8
March	78·1	50·0	128·0	19·3	13·2	32·5
April	83·3	52·1	135·5	20·2	13·0	33·1
May	78·2	49·7	127·9	19·2	11·2	30·4
June	79·8	49·8	129·6	21·3	10·9	32·1
July	82·2	40·2	122·4	22·0	10·5	32·5
August	94·3	47·7	142·0	22·3	12·0	34·3
Average of: March to May 1967	79·9	50·6	130·5	19·6	12·4	32·0
June to August 1967	85·4	45·9	131·4	21·9	11·1	33·0
Percentage change	+7	—9	+1	+12	—10	+3

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh 2; Brazennose Street, Manchester, 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol 1; 7-11 Linenhall Street, Belfast; or through any bookseller.

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during August 1967, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	1,736	1,736
£1,000 and under £10,000	—	573	573
£10,000 and under £50,000	1	69	70
£50,000 and under £100,000	—	5	5
£100,000 and under £1,000,000	—	5	5
£1,000,000 and above	—	1	1
Total Number	1	2,389	2,390
Total amount of Nominal Capital	'000's £10	'000's £5,403	'000's £5,413

Companies registered in Great Britain in 1966 and 1967

	1966		1967	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	2,252	4,987	2,085	3,279
February	2,430	6,800	2,293	4,696
March	3,480	9,437	3,155	6,127
April	2,375	8,044	2,516	3,101
May	2,304	3,960	2,485	3,508
June	2,211	5,168	2,357	5,693
July	2,019	5,314	2,406	19,923
August	2,246	8,531	2,390	5,413
September	2,096	6,613		
October	2,075	3,911		
November	2,256	4,374		
December	2,105	4,264		
Total	27,759	71,403		

Index of retail prices, August 1967

AT AUGUST 22, 1967, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 118.9, compared with 119.2 at July 18. The fall in the index during the month was due mainly to reductions, largely seasonal, in the prices of most fresh vegetables, which were partly offset by increases, also largely seasonal, in the prices of eggs.

Notes:

The present index of Retail Prices was introduced in January 1962. Since then the weights have been revised each January on the basis of ascertained expenditure in the three years ended in the previous June, valued at prices obtaining at the date of revision.

Details of the principal changes between July 18 and August 22 will be given in the September issue of the *Ministry of Labour Gazette*.

British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the four weeks ended August 26, 1967:

Distributors' earnings submitted:

High cost films	£509,782	
Low cost films:		
Eligible (after multiplying by 2½)	£2,092	
Not eligible for 2½ times rental	£3,184	
		£515,058
Films of less than 3,000 ft. (after multiplying by 2½)		£59,416
		£574,474

Levy collections paid to Agency by HM Customs and Excise to September 4, 1967, together with an estimate of collections approximately covering entertainments for four weeks ended August 26, 1967 . . . . . £396,200

The tenth interim allocation for the tenth distribution period will be at the rate of 55 per cent.

Northern Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for July 1967, prepared by the Ministry of Commerce is 112 (1963=100). This is 22 points lower than for June 1967, and 1 point lower than for July, 1966.

The index numbers for the main industrial groups with the increase or decrease on July 1966, shown in brackets are: textiles 108 (−2 points); clothing 89 (−20); engineering and metals 105 (−2); food, drink and tobacco 109 (+4); timber and furniture 92 (−7); mineral products 111 (+13); other manufacturing industries 143 (−20); construction 135 (+7); gas, electricity and water 97 (+3).

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Pottery and Electrical Ware for July 1967
Footwear for July 1967
Processed Man-made Continuous Filament Yarns for July 1967

Quarterly at 7s. 6d. a year, post free:

Carpets and Rugs for April-June 1967
Paint and Varnish for April-June 1967
Cutlery for April-June 1967
Manufactured Stationery and Allied Paper and Board Products for April-June 1967

DEA Progress Report

THE ECONOMIC Progress Report and the Industrial and Regional Progress Report for September have now been published by the Department for Economic Affairs.

Articles in the two issues include 'The EEC and British Law', 'Social Security', 'The Prices and Incomes Board' and 'Notes from the Economic Development Committees'. Further details from the DEA, Storey's Gate, London, S.W.1.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (*Addresses on page* 633 *of September* 15 *issue.*)

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, September 22, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
The Sixth Day of Creation	Br/E 32657	18	September 19	Miracle Films Ltd.	Triangle Film Productions Ltd.
Robbery	Br/E 32658	114	September 20	Paramount Film Service Ltd.	Oakhurst Productions Ltd.
Look at Life Series 35:					
So Much Hot Air	Br/E 32664	9	September 22	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Movietone News 1997	Br/E 32447	8	September 22	Twentieth Century, Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1997A	Br/E 32448	8	September 22	" " "	" " "
Pathe News 67-75	Br/E 32313	8	September 22	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-76	Br/E 32314	7	September 22	" " "	" " "
Pathe Pictorial Series 664/676:					
Pathe Pictorial No. 668	Br/E 32666	8	September 22	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.
Pathe Pictorial No. 669	Br/E 32667	9	September 22	" " "	" " "
			FOREIGN		
The Soldier	F 32651	85	September 18	United Artists Corporation Ltd.	Avalafilm International Producers' Corporation, Belgrade.
Rock 'N' Rodent	F 32652	7	September 19	Metro-Goldwyn-Mayer Pictures Ltd.	Metro-Goldwyn-Mayer Inc.
Love Me, Love My Mouse	F 32653	6	September 19	" " " "	" " " "
The Brothers Carry-Mouse-Off	F 32654	7	September 19	" " " "	" " " "
Cat and Dupli-Cat	F 32655	7	September 19	" " " "	" " " "
Filet Meow	F 32656	6	September 19	" " " "	" " " "
One Born Every Minute	F 32659	104	September 20	Twentieth-Century-Fox Film Co. Ltd.	Lawrence Turman Incorporated.
The St. Valentine's Day Massacre	F 32660	99	September 20	" " "	Twentieth Century-Fox Film Corporation.
The Diabolical Dr. 'Z'	F 32661	79	September 20	D.U.K. Films Ltd.	Speva Films-Cine Alliance, Paris, and Hesperia Film, Madrid.
How I Won the War	F 32662	110	September 21	United Artists Corporation Ltd.	Petersham Films Ltd.
For a Few Dollars More	F 32663	128	September 21	" " "	Produzioni Europee Associate, S.A.S., Rome.
Gunn	F 32665	94	September 22	Paramount Film Service Ltd.	Paramount Pictures Corporation.

Correction to the Register:
In the list of films registered during the week ended Friday, September 15, 1967, the serial numbers of the Movietone News should read: 1996 and 1996A.

Foreign travel and tourism in 1966

In 1966 the number of visits to the United Kingdom by overseas visitors, including residents of the Irish Republic, was 4,000,000, an increase of 11 per cent on the 1965 figure. Expenditure in the United Kingdom by these visitors, excluding their sea and air fares to and from the United Kingdom, was £219 million, as compared with £193 million in 1965. Thus the upward trend in the number of visitors to this country and their total expenditure, which has been a feature of the post-war period, continued in 1966. Part of the particularly marked increase in expenditure between 1965 and 1966 may have been due to the special attraction of the World Cup competition in 1966, but sampling variations in the estimates derived from the International Passenger Survey prevent precise comparisons of the rate of change from year to year. It seems probable that there was some exaggeration of the increase in the recorded rise of £26 million between 1965 and 1966, and perhaps some understatement of the increase in the immediately preceding years (£2 million recorded between 1963 and 1964 and £3 million between 1964 and 1965).

The number of visits by United Kingdom residents travelling abroad, including visits to the Irish Republic, was 6,900,000 in 1966, an increase of 7 per cent on the 1965 figure. The expenditure of United Kingdom residents in overseas countries (excluding sea and air fares) increased from £290 million in 1965 to £297 million in 1966, an increase of only £7 million, compared with £29 million between 1964 and 1965, and £20 million between 1963 and 1964. These estimates, like those of the expenditure of visitors to this country, are subject to sampling variations, but there is no doubt that there was, in 1966, a significant reduction in the growth of expenditure abroad which was probably mainly due to the economic situation, coupled with the smaller growth of real income in 1966. The Government's decision, announced in July 1966, to restrain travel expenditure outside the sterling area may also have had an effect, although the restrictions did not come into full operation until November 1966.

These estimates of visits and expenditure are based largely on the results of the International Passenger Survey, in which information is obtained from a stratified random sample of about 250,000 passengers travelling to and from this country by air or by sea. The Survey itself covers about 75 per cent of the total traffic on all routes to and from the United Kingdom: it has been supplemented by information from the Central Statistics Office of the Irish Republic covering the routes between the Irish Republic and the United Kingdom; and allowance has been made for traffic on the Scandinavian sea routes, not directly covered by the Survey, as well as for certain other small items of expenditure for which direct information is not obtained from the Survey (for example, spending overseas by passengers on cruises and sea vessels confined to day trips). In previous articles the tables have covered only the results of the International Passenger Survey. On this occasion, however, supplementary information has been included in the tables so as to provide a comprehensive picture of travel in and out of the United Kingdom and of its contribution to the credit and debit sides of the country's Balance of Payments.

The numbers of travellers now include an estimate of the road traffic across the land border between the Irish Republic and Northern Ireland, and are not therefore comparable with the total numbers for 1964 and 1965 (which were limited to air, sea and rail traffic across this border) published in the *Board of Trade Journal* for September 16, 1966 and September 10, 1965.

Length of stay and expenditure per day

The increase of 14 per cent between 1965 and 1966 in the spending of overseas visitors in this country was due to a large increase in the number of visitors accompanied by a slight increase in the average expenditure per visit. This latter increase appears to reverse the declining trend in average expenditure per visit; while the average length of stay in this country was still decreasing (affecting visitors from all areas) there was a slight increase in the average expenditure per day (from £2.7 in 1965 to £3.0 in 1966). The continuing decrease of average length of stay was probably partly due to overseas visitors visiting more countries on their trip to Europe, although the average length of stay of visitors from Western Europe also shows a decline.

United Kingdom residents visiting abroad had about the same length of stay in 1966 as in 1965, but their average expenditure per visit showed a fall of about 4 per cent, which partly counterbalanced the increase in the number of their visits. In table (a) the average length of stay and the average expenditure per day and per visit for each principal Balance of Payments area and for each purpose is compared.

A more detailed analysis of the distribution of length of stay of some United Kingdom residents and some overseas visitors has been made for 1966 and is given in the tables below. About half the holiday visitors to Western Europe went on inclusive tours, and their average length of stay (12.3 days) was shorter than the visits of those travelling independently (15.7 days). The latter tended to stay for either longer or shorter periods than the inclusive tour holidaymakers, whose length of stay was heavily concentrated in the 10- to 16-day range.

Table (a). Average length of stay and average expenditure per day and per visit by balance of payments area and by purpose

In this table migrants, visits with employment as the main purpose (including military, merchant seamen and airline personnel on duty); day trips on special excursion boats, day trips across the land border with Irish Republic, overseas visitors on visits of less than a day in transit to other countries and United Kingdom residents returning on cruise ships are excluded from the number of visits, length of stay and expenditure. The expenditure also excludes the cost of rail fares.

	Year	Balance of Payments Area				Total	Purpose of Visit		
		North America	Western Europe	Other non-sterling	Overseas sterling (i)		Holiday	Business	Other
UNITED KINGDOM RESIDENTS:									
Average length of stay (days)	1964	42·2	14·8	29·3	60·7	15·1	14·9	11·3	20·2
	1965	40·0	14·2	26·0	53·2	14·9	14·0	11·4	22·6
	1966	40·1	14·0	23·5	48·3	15·0	14·0	10·6	23·3
Average expenditure per day (£)	1964	2·5	2·9	2·8	1·8	2·7	2·7	4·7	1·4
	1965	2·4	3·0	3·2	2·0	2·8	2·9	4·8	1·5
	1966	2·3	2·8	3·3	1·9	2·7	2·8	5·0	1·4
Average expenditure per visit (£)	1964	105·0	43·3	80·7	108·3	40·9	40·8	53·4	28·9
	1965	94·1	42·3	83·0	104·8	41·5	40·9	54·2	34·3
	1966	91·1	39·4	78·4	89·9	40·0	39·7	52·5	31·8
OVERSEAS VISITORS:									
Average length of stay (days)	1964	16·3	18·4	27·1	55·4	19·8	18·1	9·3	34·6
	1965	14·7	17·5	26·1	51·6	18·8	15·9	9·1	30·5
	1966	14·4	16·3	24·1	47·2	17·6	14·5	8·7	28·1
Average expenditure per day (£)	1964	4·8	2·1	3·6	2·3	2·8	3·0	6·8	1·6
	1965	4·6	2·1	3·0	2·2	2·7	3·2	6·5	1·5
	1966	4·7	2·3	3·8	2·2	3·0	3·6	7·0	1·7
Average expenditure per visit (£)	1964	77·6	38·4	97·2	124·8	55·9	53·7	62·9	55·3
	1965	67·7	36·1	77·6	113·9	51·3	51·2	59·2	46·3
	1966	67·0	37·9	91·2	105·2	52·5	52·4	60·8	47·5

(i) Excluding the Irish Republic.

Distribution of holiday visits according to length of stay

Length of stay (days)	United Kingdom Residents returning from visits to Western Europe			Residents of Western Europe returning from a visit to the United Kingdom
	Travelling independently Per cent	Travelling on an inclusive tour Per cent	Total Per cent	Per cent
0-4	13	5	9	29
5-9	13	20	16	21
10-16	41	71	57	24
17-23	20	3	11	13
24 and over	13	1	7	13
Total	100	100	100	100
Numbers (000)	(1,708)	(1,815)	(3,523)	(611)
Average length of stay (days)	15·7	12·3	13·9	12·8

The pattern of the length of stay of holiday by residents of Western Europe visiting the United Kingdom differed markedly from the pattern for the British. Holidaymakers from Western Europe stayed on average 12.8 days, compared with 13.9 days for British holidaymakers in Europe. The difference might be partly attributable to the length of the journey to and from Britain, which is excluded from the first figure but included in the second figure. More than half the British holidays lasted 10 to 16 days, whereas nearly a third of West Europeans spent less than five nights in the United Kingdom. Indeed, some 6 per cent of overseas holidaymakers from Western Europe left the United Kingdom on the same day as they arrived. However, about one in eight stayed 24 days or more.

The length of stay of businessmen is very much shorter than other visitors, the average for United Kingdom residents visiting Western Europe being 7.5 days, with 65 per cent staying four days or less – and the average for West European residents visiting this country being 5.8 days, with 71 per cent staying four days or less. These figures are not strictly comparable, partly because the time spent on travelling to the Continental destination is included in the first set of figures but excluded in the second, and also because the second set of figures covers the time spent by overseas visitors in what is virtually a single country, the United Kingdom; the United Kingdom resident may, however, visit several countries on a single Continental trip, and the length of a stay measures the total time spent away from our shores. The length of stay of United Kingdom businessmen on visits beyond Western Europe is considerably greater, averaging 27.3 days, and, similarly, visitors to this country from further afield than Western Europe have, as the table shows, a longer length of stay than those from Western European countries.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page viii of September 1 issue.

Distribution of business visits according to length of stay

Length of stay (days)	United Kingdom residents returning from visits to		Overseas visitors to the United Kingdom resident in			
	Western Europe Per cent	Rest of World Per cent	Western Europe Per cent	North America Per cent	Other Non-Sterling Per cent	Overseas Sterling Per cent
0-4	65	11	71	47	40	27
5-9	18	22	17	28	25	24
10-16	9	24	6	12	14	16
17-23	3	13	2	5	5	10
24 and over	5	30	4	8	16	23
Total	100	100	100	100	100	100
Numbers (000)	(532)	(121)	(402)	(146)	(42)	(55)
Average length of stay (days)	7·5	27·3	5·8	11·5	16·7	24·6

Other visits form a substantial but much more heterogeneous group with a wide range of length of stay (including a relatively larger proportion of visits lasting one to three months) as the following table shows:

Distribution of other visits (including visits for two or more purposes, study, visits to friends and relatives) according to length of stay

Length of stay (days)	United Kingdom residents returning from visits to		Overseas visitors to the United Kingdom resident in			
	Western Europe Per cent	Rest of World Per cent	Western Europe Per cent	North America Per cent	Other Non-Sterling Per cent	Overseas Sterling Per cent
0-4	17	1	22	30	23	21
5-9	23	3	17	12	15	9
10-16	25	11	16	12	16	9
17-23	14	26	10	19	7	7
24 and over	21	59	35	27	39	54
Total	100	100	100	100	100	100
Numbers (000)	(517)	(170)	(541)	(296)	(75)	(126)
Average length of stay (days)	20·8	57·4	28·3	24·2	36·6	64·5

Purpose of visit

The analysis of purpose of visit is based on the main reason given for the visit, namely, 'holiday', 'business' or 'other'. The category 'other' not only includes visits for study or to see friends or relatives, but also visits with a joint purpose for which no single principal purpose can be distinguished. Table (b) sets out for the year 1966 the proportion which each purpose bears to the total number of visits and to the total expenditure for each of the principal balance of payments areas.

The proportions for the different purposes do not differ much from those published for 1965. Only half our earnings from overseas visitors can be attributed to visits with holiday as their principal purpose, whereas nearly three-quarters of travel expenditure abroad was for holidays. Our earnings from business visits accounted for over a fifth of our total earnings, a share half as much again as business expenditure abroad by United Kingdom residents. 'Other' visits, which include visiting friends and relatives, accounted for 28 per cent of our travel earnings, compared with only 11 per cent of our travel expenditure.

Table (b). Distribution of visits and expenditure by area cross-analysed by purpose of visit, 1966

Migrants, visits with employment as their main purpose (including military, merchant seamen, and airline personnel on duty) are excluded from both the visits and the expenditure.
Day trips on special excursion boats, day trips across the land border with Irish Republic, overseas visitors on visits of less than a day in transit to other countries, and United Kingdom residents returning on cruise ships (see footnote (i)) are also excluded from the number of visits but not from the expenditure. The expenditure also includes an estimate of rail fares.

Purpose	United Kingdom Residents						Overseas Visitors Resident in					
	North America	Western Europe	Other non-sterling	Irish Republic	Other sterling	All Areas	North America	Western Europe	Other non-sterling	Irish Republic	Other sterling	All Areas
Number of Visits:												
Holiday	25	77	56	68	53	73(i)	58	42	46	53	50	49
Business	26	12	25	11	19	12	14	25	19	19	15	20
Other	49	11	19	21	28	15	28	33	35	28	35	31
All	100	100	100	100	100	100	100	100	100	100	100	100
(000)	(167)	(4,674)	(165)	(1,596)	(204)	(6,918) (i)	(1,048)	(1,643)	(215)	(729)	(364)	(3,999)
Expenditure:												
Holiday	23	81	47	78	48	74	54	38	44	63	56	50
Business	40	11	45	8	31	15	20	28	26	15	19	22
Other	37	8	8	14	21	11	26	34	30	22	25	28
All	100	100	100	100	100	100	100	100	100	100	100	100
(£ million)	(15·7)	(192·0)	(14·0)	(55·3)	(20·4)	(297·4)	(71·0)	(63·5)	(19·7)	(26·7)	(38·4)	(219·3)

(i) Included in this figure, but not in the area analysis, is an estimate of United Kingdom residents returning on cruise ships.

Visits with 'business' as their principal purpose are a substantial proportion of the visits of United Kingdom residents to North America and the sterling and non-sterling areas beyond Europe; visits to friends and relatives are also a substantial proportion of the visits to North America.

An analysis of the principal purpose of the visits made by overseas residents and United Kingdom residents travelling by air and by sea are shown separately in Table 3. From these tables it will be seen that rather more United Kingdom holidaymakers returning from Western Europe travel by air than by sea, whereas rather more West European holidaymakers visiting the United Kingdom travel by sea than by air. The great majority of business visits are made by air. For 'other' visits to Western Europe or by West European residents, the proportion going by sea is rather larger than the proportion going by air.

Inclusive tours

In 1966 about half the United Kingdom residents travelling on holiday abroad were not able to distinguish the cost of their fares to and from the country visited from the cost of their holiday within the country, when interviewed in the International Passenger Survey. The corresponding percentage for overseas visitors on inclusive tours was 17 per cent. These travellers are mostly holidaymakers travelling on 'inclusive tours', and their numbers are separately distinguished in Table 3. No estimate can be made for travellers on inclusive tours to and from the Irish Republic, because this traffic is not covered by the Survey. The proportion is likely to be very much smaller. For a number of reasons some business visitors and 'other' visitors cannot distinguish their fares from other expenditure, but the proportion is very small.

Stay in hotels and regional analysis

A supplementary survey on stay in hotels and the regions visited by visitors to the United Kingdom staying six months or less was undertaken in 1964, 1965 and 1966, partly on behalf of the British Travel Association. The 1965 figures, commented on below, do not differ significantly from the 1964 figures reported on last year. This survey is not being continued in 1967. Visitors staying six months or less account for about 95 per cent of all overseas visits covered by the International Passenger Survey.

Although more than 60 per cent of all overseas visitors stayed in hotels, many spent only part of their time there. Of the total number of nights spent in the United Kingdom by overseas visitors staying six months or less, 24 per cent were spent in hotels, the same percentage as in 1964. The fact that such a large proportion of nights are spent in other accommodation is of some interest. The French Commisariat Générale au Tourisme, one of the few bodies making a comprehensive study of this subject abroad, reports that in France a very substantial proportion of visitors' stay is in accommodation other than hotels. In the United Kingdom the proportion of nights spent by West European residents in hotels was 39 per cent and by North American residents 37 per cent.

Over 70 per cent of all visitors stayed in only one locality in the United Kingdom, and three-quarters of these visitors (more than half of the total) chose London as their centre. Indeed, three-quarters of all visits included at least one night in London, and of the visits by businessmen and by North American residents the proportion is even higher. Those staying only in London spent a comparatively high proportion of their time in an hotel: 27 per cent for West European residents, 61 per cent for North American residents, with an average of 36 per cent for all visits limited to London. About 11 per cent of all visitors stayed at least one night in Scotland (17 per cent for North American and 7 per cent for West European) and approximately 4 per cent stayed at least one night in Wales. All together, about four million nights were spent by overseas visitors in Scotland and nearly one million in Wales, equivalent to 10 per cent and 2 per cent respectively, of the total staying in the United Kingdom. It is estimated that less than 20 per cent of the total stay in Scotland or in Wales was spent in hotels.

The International Passenger Survey does not cover traffic between the Republic of Ireland and the United Kingdom, and for this reason, as well as because the figures in the sample are small and particularly liable to sampling error, they do not provide a reliable guide to the proportion of time spent in Northern Ireland.

Migration

The International Passenger Survey data on migrants is analysed by the General Register Office since it provides a major source of information enabling that Department to make the estimates of gross and net migration into and out of the population of England and Wales, and also (on behalf of the three Registrars General) of the United Kingdom, which it is required to provide at intercensal dates. Tables summarizing the Survey's migrants' data are published by the General Register Office:

1. Quarterly tables in the 'Quarterly Return' of the following quarter;
2. Provisional annual tables (for the calendar year) covering the United Kingdom in the 'Quarterly Return' for the first quarter and final tables in the 'Registrar General's statistical Review, Part II';
3. Annual tables (for mid-year) covering England and Wales in the 'Quarterly Return' for the third quarter.

The Survey's migrants' data, supplemented by material on immigrants from the Home Office and the Ministry of Pensions and National Insurance, form the basis of estimates of migration to and from the United Kingdom (published in the 'Annual Abstract of Statistics') and England and Wales (published elsewhere in the 'Statistical Review, Part II'). The tables on emigrants derived from the Survey which appeared in the Oversea Migration Board's Annual Statistics for 1964, will be published (along with other data on United Kingdom emigrants supplied there) by the General Register Office for 1965 and subsequent years.

Reliability of the results

In 1965 the International Passenger Survey appeared to show some bias in the factors applied to the weighted sample to account for non-contacts, refusals, incomplete interviews and traffic at airports or on sea routes not covered. Some progress has been made in the investigation of the causes of this problem, and adjustments have been made based on information derived from the Survey and independent checks to produce more reliable figures.

The Survey estimates are also of course, subject to sampling errors. Not all air and sea routes can be surveyed at all times, and some routes, indeed, carry so little traffic that they are not surveyed at all. Assumptions have been made about the traffic missed, but about 90 per cent of the passengers entering and leaving this country to destinations other than the Irish Republic travel on routes which are covered by the Survey and at times when passengers are interviewed.

The figures of expenditure used from the Survey comply, as far as possible, with the definitions of 'travel' adopted in the Balance of Payments. For instance, visits wholly financed by organizations or individuals resident in the country visited, be they business visits or visits to relatives, are treated as having nil expenditure. The expenditure of servicemen on leave and their families is attributed to the country whose uniform they wear. Large items not included in the visitors' personal luggage are entered in the overseas trade accounts of the United Kingdom and are omitted from the travel account. The personal exportation of cars with purchase tax exemption, currently estimated to be at an approximate value of £10 million a year, is the most obvious example.

'Travel' in the balance of payments statistics does not include the cost of air and sea passenger fares to and from the country visited; these are included in the transport account. A continuing problem, but one to the solution of which some progress is being made, is that passengers travelling on 'inclusive tours' are unable to distinguish the cost of such fares from the cost of accommodation and other expenditure abroad. As in past years, in estimating the expenditure of such travellers, it has been assumed that their expenditure per visit, country by country and according to the main purpose of visit, will be broadly similar to that of comparable passengers travelling independently, due allowance being made for their length of stay. About a quarter of the passengers covered by the International Passenger Survey fall within this category.

Rail fares on international routes, which should theoretically be attributed to the transport account in the balance of payments rather than the travel account, have been included with travel. The amounts involved are relatively small, less than £2 million credits and £6 million debits.

Survey method

The system of interviewing passengers was explained in the *Board of Trade Journal* for August 23, 1963. Briefly, the Government Social Survey, on behalf of the Board of Trade, interviews a stratified random sample of passengers entering and leaving this

(Continued on next page)

country on all the principal air and sea routes, other than to the Irish Republic, to obtain information about international migration, tourism and the contribution of 'travel' expenditure to the balance of international payments. The interviews are voluntary and anonymous.

On the long air routes nearly 7 per cent of the outgoing passengers and 4 per cent of the incoming passengers are interviewed at London Airport and Prestwick; 2 per cent of the short air route passengers in winter and 1 per cent in summer are also interviewed there. At the smaller airports the percentage sampled generally varies between half of one cent and 4 per cent according to the time and the airport concerned. The sample weights are adjusted for known traffic densities, and appropriate allowance made for traffic not covered.

On the short sea routes about 1 per cent of the winter traffic and half of one per cent of the summer traffic is interviewed. In a two-stage sample, cross-Channel boats are sampled in proportion to the weight of traffic they are expected to handle, and a predetermined number of passengers is interviewed on each selected boat. On the long sea routes every liner or other ship having more than 200 passengers arriving, or more than 100 passengers departing, is covered. One ship in every two of other ships carrying more than 12 passengers on these routes is also covered. Nearly 7 per cent of the outgoing and 4 per cent of the incoming passengers are sampled. A larger proportion of passengers leaving this country on the long sea and air routes is sampled in order to provide otherwise unavailable information about the sex, age, marital status and occupation of emigrants from this coun which supplements the data on the total numbers from the co tries receiving emigrants.

Altogether, nearly 250,000 successful interviews were made d ing 1966. The Board of Trade are grateful to all who have operated to make the Survey a success, not least the travell public, who continue to try to give all the information asked them.

In the following tables where figures have been rounded to nearest final digit, there may be an apparent slight discrepan between the sum of the constituent items and the total as show

1A. Number of visits and expenditure of United Kingdom residents returning from abroad, analysed by main country visited, 1964-1966 (1)

Main country visited	Number of visits ('000) (2)			Expenditure (£ million) (3)		
	1964	1965	1966	1964	1965	1966
United States	92	98	108	10·5	10·0	11·0
Canada	44	49	59	3·7	3·8	4·7
North America	136	147	167	14·2	13·8	15·7
France	724	829	864	29·7	30·8	29·2
Western Germany	327	373	405	10·6	11·7	13·1
Italy	618	703	756	36·5	38·7	40·2
Belgium and Luxembourg	315	318	294	8·1	8·6	7·6
Netherlands	235	260	292	6·1	6·9	6·1
Austria	234	245	295	11·1	11·6	14·1
Denmark, Norway and Sweden	163	174	203	6·8	7·1	7·4
Switzerland	319	348	331	14·7	16·9	15·4
Spain	709	803	958	37·5	41·6	43·6
Other Western Europe	187	223	276	12·7	14·9	15·2
Western Europe	3,831	4,276	4,674	173·8	188·8	192·6
Other non-sterling area	105	143	165	9·2	13·1	14·6
Irish Republic	1,608	1,649	1,596	49·5	57·2	55·3
Australia and New Zealand	14	15	18	3·0	4·5	4·5
South Africa	15	16	16	2·7	2·8	2·6
Other Sterling area	87	117	170	8·5	10·2	13·1
Overseas Sterling area	1,724	1,797	1,800	63·7	74·7	75·7
ALL COUNTRIES	5,897 (4)	6,532 (4)	6,918 (4)	260·9	290·4	297·4

These footnotes are applicable to this and all subsequent tables of United Kingdom residen unless otherwise stated.
(1) Both the number of visits and the expenditure exclude migrants and visits with employ ment as their main purpose (including military, merchant seamen and airline personnel o duty).
(2) Excluding day trips on special excursion boats and day trips across the land bord with the Irish Republic.
(3) Including an estimate of expenditure on all day trips, cruises and rail fares.
(4) Including visits on cruise ships, not assigned to particular areas.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Table 1B. Number of visits and expenditure of overseas visitors leaving the United Kingdom analysed by country of residence, 1964-1966 (1)

Country of permanent residence	Number of visits (000) (2)						Expenditure (£ million) (3)		
	All visitors			British subjects and Commonwealth citizens (included in previous columns)					
	1964	1965	1966	1964	1965	1966	1964	1965	1966
United States	603	713	833	45	55	56	47·4	48·4	55·3
Canada	164	184	215	157	177	209	13·0	13·0	15·7
North America	767	897	1,048	202	232	265	60·4	61·4	71·0
France	330	354	384	28	32	32	11·0	11·7	12·8
Western Germany	322	342	383	62	76	79	10·8	10·5	12·6
Italy	95	86	112	11	9	10	6·0	5·4	6·8
Belgium and Luxembourg	115	138	133	13	13	13	2·9	3·0	3·2
Netherlands	153	186	195	11	14	17	4·5	4·6	4·7
Austria	27	31	29	3	2	2	1·0	1·4	1·4
Denmark, Norway and Sweden	147	167	211	5	5	6	6·8	7·5	9·5
Switzerland	80	86	97	16	16	15	4·6	4·7	6·0
Spain	31	37	42	5	7	9	1·9	1·9	2·8
Other Western Europe	42	45	57	4	5	7	3·3	3·7	3·7
Western Europe	1,342	1,472	1,643	158	179	190	52·8	54·4	63·5
Other non-sterling area	183	178	215	29	31	27	17·9	13·9	19·7
Irish Republic	662	702	729	N.A.	N.A.	N.A.	21·4	23·1	26·7
Australia and New Zealand	76	89	99	72	86	95	11·6	13·2	13·8
South Africa	46	52	57	7	9	12	6·0	6·1	6·0
Other sterling area	181	207	208	157	179	175	20·2	20·4	18·6
Overseas sterling area	965	1,050	1,093	236 (4)	274(4)	282 (4)	59·2	62·8	65·1
ALL COUNTRIES	3,257	3,597	3,999	625(4)	716(4)	764(4)	190·3	192·5	219·3

These footnotes are applicable to this and all subsequent tables of overseas residents unless otherwise stated.
(1) Both the number of visits and expenditure exclude migrants and visits with employment as their main purpose (including military, merchant seamen and airline personnel on duty).
(2) Excluding day trips on special excursion boats, day trips across the border with the Irish Republic and visits of less than one day by passengers in transit to other countries.
(3) Including an estimate of expenditure on all day trips, visitors in transit of less than one day, and rail fares.
(4) Excludes British subjects and Commonwealth citizens resident in the Irish Republic.
N.A. = Not available.

Table 2A. Number of visits and expenditure of United Kingdom residents returning from visits abroad analysed by main country visited, air and sea routes separately, 1966 (1)

Main country visited	Number of visits (000) (2)			Expenditure (£ million) (3)		
	Air	Sea (5)	All Routes	Air	Sea (5)	All Routes
United States	101	7	108	9·8	1·2	11·0
Canada	54	5	59	3·9	·8	4·7
North America	155	12	167	13·7	2·0	15·7
France	358	506	864	12·2	17·0	29·2
Western Germany	178	227	405	6·0	7·1	13·1
Italy	447	308	756	24·7	15·5	40·2
Belgium and Luxembourg	121	173	294	2·8	4·8	7·6
Netherlands	161	131	292	3·4	2·9	6·3
Austria	128	167	295	7·0	7·3	14·3
Denmark, Norway and Sweden	82	120	203	3·9	3·7	7·6
Switzerland	172	159	331	8·5	7·0	15·5
Spain	725	234	958	33·3	9·7	43·0
Other Western Europe	200	77	276	10·8	4·4	15·2
Western Europe	2,572	2,102	4,674	112·6	79·4	192·0
Other non-sterl-area	132	33	165	11·4	2·6	14·0
Irish Republic	481	1,115	1,596	14·3	41·0	55·3
Australia and New Zealand	N.S.A.	N.S.A.	18	N.S.A.	N.S.A.	4·5
South Africa	N.S.A.	N.S.A.	16	N.S.A.	N.S.A.	2·6
Other sterling area	N.S.A.	N.S.A.	170	N.S.A.	N.S.A.	13·3
Overseas sterling area	661	1,139	1,800	29·3	46·4	75·7
ALL COUNTRIES	3,520	3,398(4)	6,918(4)	167·0	130·4	297·4

(1), (2), (3) and (4) See footnotes to table 1A.
(5) Visits by road and rail across the border with the Irish Republic included with the sea routes.
N.S.A. = Not separately available.

Table 2B. Number of visits and expenditure by overseas residents leaving the United Kingdom analysed by country of residence, air and sea routes separately, 1966 (1)

Country of permanent residence	Number of visits (000) (2)			Expenditure (£ million) (3)		
	Air	Sea (5)	All Routes	Air	Sea (5)	All Routes
United States	648	185	833	43·4	11·9	55·3
Canada	173	42	215	12·6	3·1	15·7
North America	821	227	1,048	56·0	15·0	71·0
France	212	172	384	7·2	5·6	12·8
Western Germany	140	243	383	5·2	7·4	12·6
Italy	69	43	112	4·2	2·6	6·8
Belgium and Luxembourg	50	83	133	1·5	1·7	3·2
Netherlands	103	92	195	2·4	2·3	4·7
Austria	13	16	29	·6	·8	1·4
Denmark, Norway and Sweden	94	117	211	4·9	4·6	9·5
Switzerland	66	31	97	4·2	1·8	6·0
Spain	28	14	42	2·1	·7	2·8
Other Western Europe	39	18	57	2·6	1·1	3·7
Western Europe	814	829	1,643	34·9	28·6	63·5
Other non-sterling area	162	53	215	17·2	2·5	19·7
Irish Republic	241	488	729	8·5	18·2	26·7
Australia and New Zealand	47	52	99	6·4	7·4	13·8
South Africa	41	16	57	4·3	1·7	6·0
Other sterling area	179	29	208	15·9	2·7	18·6
Overseas sterling area	508	585	1,093	35·1	30·0	65·1
ALL COUNTRIES	2,305	1,694	3,999	143·2	76·1	219·3

(1), (2) and (3) See footnotes to table 1B.
(4) Visits by road and rail across the border with the Irish Republic included with the sea routes.

Table 3A. United Kingdom residents returning from visits abroad analysed by purpose of visit (inclusive tours separately) air and sea routes separately, 1966 (1)

Number of visits (000)

Area visited	Air					Sea (2) (5)					All Routes (2)				
	Holiday		Business	Other	Total	Holiday		Business	Other	Total	Holiday		Business	Other	Total
	Total	Inclusive Tours				Total	Inclusive Tours				Total	Inclusive Tours			
North America	39	3	42	74	155	3	—	1	7	12	42	3	43	82	167
Western Europe	1,884	1,297	474	214	2,572	1,713	542	75	314	2,102	3,596	1,839	549	529	4,674
Other non-sterling area	76	52	39	17	132	17	6	1	14	33	94	58	41	31	165
Irish Republic	306	N.A.	82	93	481	799	N.A.	68	249	1,115	1,104	N.A.	150	342	1,596
Other overseas sterling area	97	21	36	47	180	12	1	1	10	24	110	22	38	57	204
TOTAL	2,402	1,373(4)	673	445	3,520	2,656(3)	549 (4)	147	595	3,398	5,058 (3)	1,922 (4)	819	1,041	6,918

(1) and (2) See footnotes to table 1A.
(3) See footnote (4) to table 1A.
(4) Excludes holidays on cruise ships and visits to Irish Republic.
(5) See footnote to table 2A.

Table 3B. Visits by overseas residents leaving the United Kingdom analysed by area of residence and purpose of visit (inclusive tours separately) air and sea routes separately, 1966 (1)

Number of visits (000)

Area of permanent residence (3)	Air					Sea (3)					All Routes (2)				
	Holiday		Business	Other	Total	Holiday		Business	Other	Total	Holiday		Business	Other	Total
	Total	Inclusive Tours				Total	Inclusive Tours)				Total	Inclusive Tours			
North America	429	108	139	253	821	177	57	7	43	227	606	165	146	296	1,048
Western Europe	208	21	351	255	814	485	56	57	286	829	693	77	408	542	1,643
Other non-sterling area	72	9	39	51	162	26	7	3	24	53	98	16	42	75	215
Irish Republic	123	N.A.	60	58	241	268	N.A.	61	158	488	392	N.A.	121	216	729
Other overseas sterling area	115	4	54	98	267	67	9	2	29	97	182	13	56	126	364
TOTAL	948	142 (4)	642	715	2,305	1,023	129 (4)	130	540	1,694	1,971	271 (4)	773	1,255	3,999

(1) and (2) See footnotes to table 1B.
(3) See footnote (4) to table 2B.
(4) Excludes visits by residents of the Irish Republic.

Table 4A. Number of visits and expenditure of United Kingdom residents returning from abroad analysed by quarter and purpose of visit, Western Europe separately, showing the number by sea and air separately, 1966 (1)

Area visited	Quarter	Expenditure (£ million) (3)				Numbers of visits ('000) (a)											
						AIR				SEA (5)				ALL ROUTES			
		Holiday	Business	Other	Total	Holiday	Business	Other	Total	Holiday	Business	Other	Total	Holiday	Business	Other	Total
Western Europe	1st	10·6	4·2	2·0	16·7	104	101	29	234	79	13	39	130	182	114	67	363
	2nd	40·0	7·4	3·9	51·3	506	153	60	719	389	22	81	493	896	175	141	1,212
	3rd	94·8	4·3	7·3	106·4	1,107	100	91	1,297	1,170	27	153	1,350	2,277	126	243	2,647
	4th	10·6	5·1	1·9	17·6	167	119	35	322	74	14	41	130	241	134	77	452
	Year	155·9	21·0	15·1	192·0	1,884	474	214	2,572	1,713	75	314	2,102	3,596	549	529	4,674
Rest of the World	1st	6·9	4·2	2·0	13·2	49	31	24	103	62	5	22	89	110	36	46	192
	2nd	16·6	6·4	4·7	27·7	132	54	55	242	219	20	71	310	351	74	127	552
	3rd	31·3	5·9	9·0	46·1	262	70	114	447	458	38	154	650	721	108	268	1,097
	4th	8·6	6·6	3·2	18·4	75	44	38	157	92	8	33	134	168	52	71	291
	Year	63·4	23·1	18·9	105·4	519	199	231	949	831	72	281	1,183	1,350	271	511	2,132
TOTAL	1st	17·5	8·4	4·0	29·9	152	132	52	337	152	18	61	231	304	150	113	567
	2nd	56·6	13·7	8·6	79·0	638	207	115	961	638	41	153	832	1,277	249	268	1,794
	3rd	126·1	10·2	16·3	152·6	1,370	170	205	1,744	1,677	65	307	2,049	3,047	234	512	3,793
	4th	19·2	11·7	5·1	36·0	242	163	73	478	188	23	75	286	430	186	148	764
	Year	219·3	44·1	34·0	297·4	2,402	673	445	3,520	2,656(4)	147	595	3,398 (4)	5,058(4)	819	1,041	6,918(4)

(1), (2), (3) and (4). See footnotes to table 1A.
(5) Visits by road and rail across the border with the Irish Republic are included in the Sea figures.

Table 4B. Number of visits and expenditure by overseas residents leaving the United Kingdom analysed by quarter and purpose of visit, residents of North America, Western Europe separately, showing the numbers by sea and air separately, 1966 (1)

Area of permanent residence	Quarter	Expenditure (£ million) (3)				Numbers of visits ('000) (a)											
						AIR				SEA (4)				ALL ROUTES			
		Holiday	Business	Other	Total	Holiday	Business	Other	Total	Holiday	Business	Other	Total	Holiday	Business	Other	Total
North America	1st	2·2	2·6	1·8	6·5	25	27	27	78	6	1	3	10	31	27	30	88
	2nd	11·5	4·1	4·3	19·9	128	45	64	237	57	3	12	71	184	48	76	308
	3rd	19·3	3·7	8·5	31·4	215	35	121	370	98	2	22	122	313	37	142	492
	4th	5·8	3·8	3·6	13·2	62	33	42	137	16	1	6	23	78	34	47	160
	Year	38·7	14·1	18·2	71·0	429	139	253	821	177	7	43	227	606	146	296	1,048
Western Europe	1st	1·9	3·6	2·1	7·6	24	75	36	136	42	13	26	81	67	88	62	217
	2nd	6·5	5·4	5·2	17·1	57	108	63	227	113	16	64	194	170	124	127	421
	3rd	12·4	4·0	9·9	26·2	93	76	104	272	282	15	142	440	375	91	246	712
	4th	3·2	4·6	4·8	12·7	33	92	53	178	47	13	53	114	80	105	106	292
	Year	23·9	17·6	22·0	63·5	208	351	255	814	485	57	286	829	693	408	542	1,643
Rest of the World	1st	5·3	2·8	3·1	11·2	39	23	29	90	45	8	27	80	83	31	56	170
	2nd	10·5	4·3	4·1	18·9	69	41	42	152	82	14	43	140	151	55	85	291
	3rd	23·2	5·7	10·3	39·2	151	57	91	300	183	34	109	325	334	91	200	625
	4th	8·0	3·4	4·1	15·5	52	32	44	128	52	10	32	93	103	42	76	222
	Year	47·1	16·1	21·6	84·8	311	153	207	670	361	66	211	638	672	219	418	1,308
TOTAL	1st	9·4	8·9	7·0	25·3	88	125	92	304	93	22	57	171	181	146	148	475
	2nd	28·4	13·8	13·6	55·8	254	193	169	616	252	33	120	405	506	226	288	1,020
	3rd	54·9	13·3	28·6	96·8	459	168	316	942	563	51	273	887	1,022	219	589	1,830
	4th	17·0	11·8	12·5	41·3	147	157	139	443	115	25	91	231	262	182	230	674
	Year	109·7	47·8	61·7	219·3	948	642	715	2,305	1,023	130	540	1,694	1,971	773	1,255	3,999

(1), (2) and (3). See footnotes to table 1B.
(4) Visits by road and rail across the border with the Irish Republic are included in the Sea figures.

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Prepared by the Statistics Division of the Board of Trade

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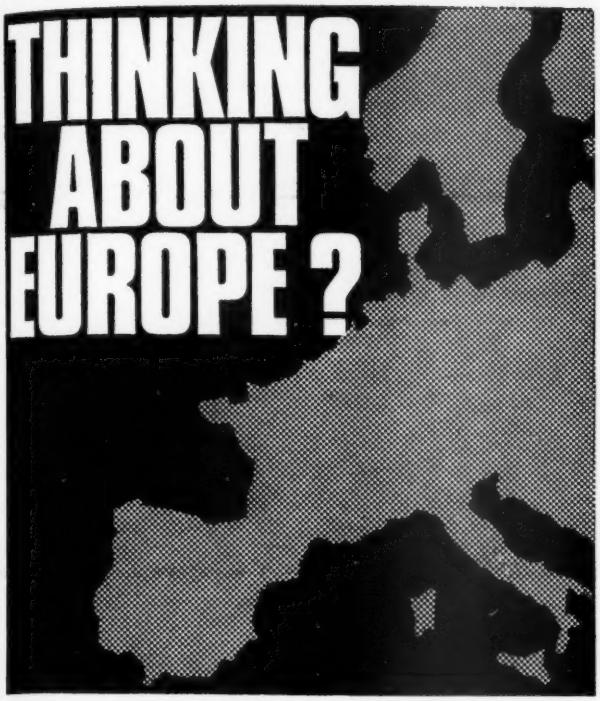

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Exhibitions and Fairs

BRITISH WEEK IN BRUSSELS OPENS TODAY

Today (September 29) British week in Brussels, organized by the Board of Trade in co-operation with the Export Council for Europe, is being officially opened by HRH Princess Margaret. Mr. Anthony Crosland, President of the Board of Trade, is visiting the Week and will be present at the opening ceremonies. A report on the opening of the Week will appear as the lead article in next week's issue of the Journal. *An article 'British Week in Brussels' by L. G. T. Farmer, Member of the Export Council for Europe with special responsibility for the Belgian market, appeared in the June 16 issue and 'British Week in Brussels—two months to go!' by John Peskett, Director British Week in Brussels, in the July 28 issue.*

British Week's' Ideal Home'

ONE OF the most interesting features of the forthcoming British Week in Brussels is on show at Selfridge's in London until October 11. The first-floor furniture galleries in the Oxford Street store now house an exhibition based on the 'Britain at Home '67' show house which the Belgian people will see during the British Week in Brussels.

The Brussels show house will be a 10-room bungalow, erected in the Place de Brouchère in the centre of the city,and furnished and decorated by *Ideal Home* magazine at the request of the Board of Trade. Its object is to show the Belgians a British designer's interpretation of a 1967 English home.

British Week office using 'walkie-talkie' radios

WITH GREAT emphasis being placed on technology in British Week Brussels opening today, it is not surprising that the team of organizers in the British Week office is taking advantage of the latest in British electronic equipment.

PYE Telecommunications SAB has specially installed an UHF radio control unit on the top of Brussels' tallest building, the Hilton Hotel. Astonished Bruxellois see the British Week press officer talking into his PYE 'Pocketfone' miniature radiotelephone while his car stops in a traffic jam; the special events manager answers from a meeting in an office on the other side of town; the British Week director, in his office, clears last minute problems with the designer of the Ideal Home in the town centre: and the Pavilion of Technology crew, when the network is idle, give appropriate light relief with electronic music from the Pavilion.

The PYE 'Pocketfone' system, with its remarkable penetration inside buildings and in heavily screened areas and a range of up to five miles of high quality, two-way communication, is proving an invaluable aid to the organization of the biggest British Week ever.

Grovewood showvan at British Week in Brussels

GROVEWOOD PRODUCTS of Tipton, Staffs, have completely re-equipped their mobile showvan with their range of Compact kitchen units for the British Week in Brussels (September 29 to October 7).

The showvan will be on exhibition at the Place Fernand Coq, the Place de la Resistance, the Place Flagey, and the Place Catherine so that everyone will have an opportunity to see the kitchen installed in the interior.

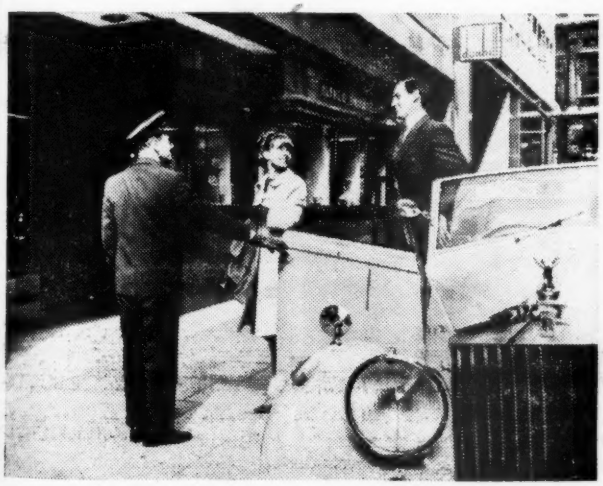
The Compact range consists of knock-down, speedily and easily assembled sink, base and wall units, corner units and a tall storage cupboard. These units come in four major pieces which are bolted together, the remaining pieces slotting into position easily.

Mr. Darling at 'Designed in Czechoslovakia' exhibition

THE EXHIBITION 'Designed in Czechoslovakia' marks a further step forward in trade ties between Czechoslovakia and Great Britain, said Mr. George Darling, Minister of State, Board of Trade, opening the exhibition at the Design Centre on September 26. This development, continued Mr. Darling, is underlined by the fact that trade between our two countries has grown from very modest beginnings to £38 million last year.

Mr. Darling remarked that this was the first display the Czechoslovak Council of Industrial Design had organized abroad, and from the brief opportunity he had had to look round the exhibition he considered that they were well qualified to boast about their achievements in the last two years.

During his three visits to Czechoslovakia, two of which were made last year, Mr. Darling said that he had been extremely impressed by what he saw of Czechoslovakian industries. He was certain that British manufacturers, and the British public, would take a great interest in the wide range of goods on display.



One of the two elegant white Rolls-Royces made available by Alfred Dunhill Ltd. as official cars for British Week in Brussels about to depart for Belgium. The cars will carry discreet Dunhill insignia. The Virginia Queen, the luxury Dunhill yacht, will also be visiting Brussels for British Week, and whilst moored at the Royal Yacht Club, Brussels, will be the scene of a number of private receptions to be given by Dunhill for Belgian guests.

A cake in the shape of a bus attracted much attention at the opening in The Hague of the recent British promotion by P. de Gruyter en Zoon N.V., leading Dutch grocery chain with some 550 retail outlets. Seen admiring the cake in this picture are left to right: Mr. Van Leuwen, marketing director of de Gruyter, and HE the British Ambassador in The Hague, Sir Peter Garron, with two members of the crew of a London bus which was sent out by the Board of Trade for the promotion, visiting Amsterdam, The Hague and Rotterdam.

Vienna Autumn Trade Fair

A report from the British Embassy, Vienna

THE 86TH Vienna International Trade Fair, held from September 10 to 17, was bedevilled by bad weather and as a result the total number of visitors was less than last year. Despite this the British participants in the pavilion organized by the Board of Trade reported favourably on their exhibiting.

Over 200 British firms were represented at the Fair, either individually or through agents. Britain's collective participation comprised 48 firms and was again housed separately in Hall 24. The exhibits included light mechanical equipment, industrial heating units, electrical equipment and fires, household lighting and floor cleaning equipment, and pianos, while consumer goods included furniture, whisky, cloth, knitwear, food stuffs, language records, electrically powered hand tools, radios, radiograms, tape recorders, weighing equipment and plastic containers for cosmetics.

The Birmingham Engineering and Building Centre participated for the third time within the British collective display and thirty firms were represented on their stand. Some good inquiries were received from Austrian, Rumanian, Danish, French, Swiss and West German visitors.

Two exhibitors of domestic electrical heating appliances were inundated with inquiries, so much so that one of them became concerned with the production problem of meeting the obvious demand for their products in Austria. The two whisky exhibitors also received worthwhile inquiries and one expressed himself very satisfied and had filled two order books. British radiograms were also well received and orders placed.

Most of the other exhibitors had also received goods inquiries from wholesalers, retailers and agents and many, as a result of their participation, had been able to conclude agency agreements by the close of the fair.

The layout of the hall housing the British exhibit had been completely altered by the attractive, open stand design of the Central Office of Information. An imposing staircase facing the main entrance attracted visitors to the galleries and a newly constructed gantry linking the two galleries allowed freedom of movement for visitors. The photographic displays of British fashion, 'swinging' London, whisky, British nuclear power and Britain as a holiday country attracted much favourable comment from the public.

The British exhibition was visited by the Federal President and senior ministers of the Austrian government and the Lord Mayor of Vienna.

British exhibitors outside the pavilion also had serious inquiries and generally considered their participation worthwhile.

Minister of Technology visits Hanover Machine Tool Exhibition

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, had visited nearly 40 British stands by the time his two-day tour of the 10th European Machine Tool Exhibition at Hanover ended on September 19.

At the end of his tour, Mr. Wedgwood Benn said: 'I have been greatly impressed by the enthusiasm of the British machine tool manufacturers and the excellence of their products on show. The British machine tool industry is one of the most important we have. It is also one of the foremost producers of machine tools in West Europe and supplies a large share not only of Western Europe but world markets.'

Ulster Prime Minister to visit promotions in Canada

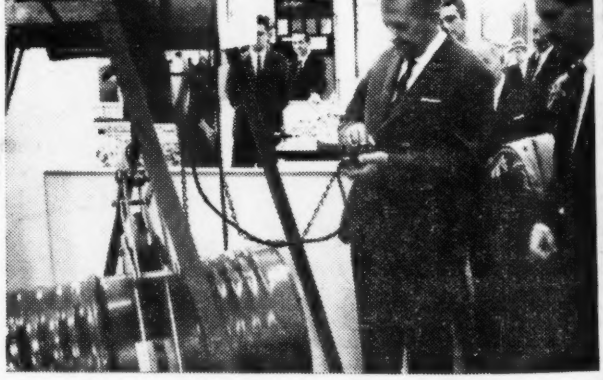
THE Government of Northern Ireland have announced that the Prime Minister of Northern Ireland, Captain Terence O'Neill, will visit Canada from October 17-21.

From October 17-19 he will visit Toronto for the British Week which is being held there from October 12-21, and he has accepted an invitation to speak to members of the Empire Club in Toronto on October 19.

He will spend October 19-21 in Montreal, where he will visit the British and other pavilions at the World Fair, Expo '67, and he has accepted an invitation from Mr. Lionel Chevrier, on behalf of the Government of Canada, to a luncheon to be given in his honour in Montreal on October 20.

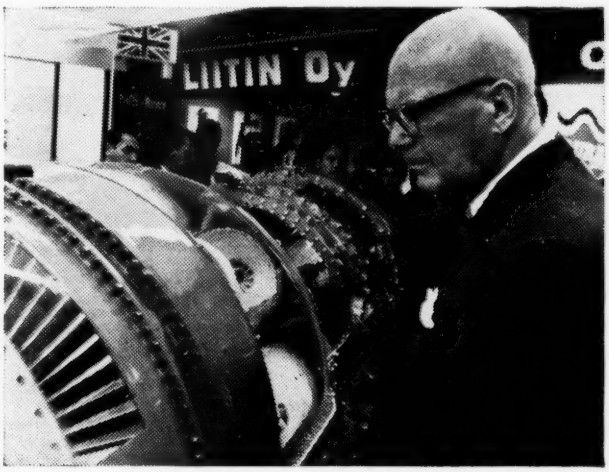
The Toronto British Week is organized by the Board of Trade in conjunction with the BNEC Committee for Exports to Canada. The products of some 2,000 British manufacturers will be on sale in shops throughout the metropolitan area.

A Plessey mobile showroom with a cargo of hydrological and meteorological instruments left London recently for a month's tour of Canada. It is seen here being hoisted aboard Canadian Pacific's 'Lord Viking' at the Victoria Dock, London, for its trip to Montreal. While in Montreal – from October 2-6 – the showroom will spend five days at Expo 67. It will be in Ottawa from October 8-13 and in Toronto until October 19. The last stop on the tour will be Halifax, between October 23 and 26, before the showroom is shipped back to London.



Left: Visitors to the Vienna Autumn Trade Fair walk towards the British Pavilion, where a joint venture was organized by the Board of Trade. Right: One of the visitors to the British display was the Austrian Federal Minister of Transport and Nationalized Industries, Dr. Weiss, seen here operating a grab displayed by A. Meadis Ltd.

R. MALLALIEU AND SWEDISH PRESIDENT AT NAVIGARE 67



Left: At the opening of Navigare 67 in Helsinki, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, greets the Finnish President, Mr. Kekkonen, before taking him round the British stands. In the centre is Mr. Salonen, Minister of Trade and Industry. Right: President Kekkonen stops in his tour to inspect a Rolls-Royce engine. Highly successful joint displays were organized at Navigare by the Board of Trade and the British Marine Equipment Council with the help of the Ministry of Technology and the Hovercraft Corporation.

ritish food and drink go down ell at Dublin Fair

report from the British Embassy, ublin

THE IRISH International Food and Drink Fair as held at the Royal Dublin Society, Ballsridge, Dublin from September 7-16. The fair, s first of its kind to be held in Dublin, vered 25,000 square feet rented out to more an 120 exhibitors displaying products from ne 25 countries, including national stands m Australia, Britain, Bulgaria, Germany d the United States.

The Fair was opened by Mr. George Colley, inister for Industry and Commerce, who in coming exhibitors and visitors to the fair essed the importance of the food and drink tor to the Irish economy and praised the tail Grocery, Dairy and Allied Trade sociation RGDATA for their laudable itiative in sponsoring this international nt. This initiative and the industry of Instrial Trade Fairs (Ireland) Ltd., who anized the fair were rewarded when the ndance target of 35,000 was easily surssed and by the close over 50,000 visitors d sipped and sampled their way from stand stand.

Nine British companies exhibited under the t joint venture scheme to be organized in land by the Board of Trade and the London mber of Commerce, the latter manning an rmation desk and a business lounge well cked with the exhibitors' produce. British ds were well represented also on several er stands, where a number of major United gdom foodstuffs manufacturers were exiting in the names of Irish associates, subiaries or agents.

The British Ambassador, Sir Andrew christ, was 'at home' in the British lounge visitors to the fair on the afternoon of tember 14 and presented hampers, brimd with produce donated by the British exitors, to two delighted lady visitors.

Britain is of course the Irish Republic's ost important trade partner, but familiarity h our food and drink did not breed contempt if the enthusiasm with which the visitors went about their sampling is anything to judge by. One British exhibitor was hard-pressed to persuades his bakers to have enough of his malt loaves baked to keep his customers happy, and the only complaint received was that one lady after tasting the meringues on another British stand was unable to get near the counter again to attempt to elicit a probably closely guarded recipe from the agent. She no doubt consoled herself with the marsh-mallows, biscuits, beer, shortbread, toffee, puffed rice snacks and liqueur jams which were on display at other sections of the London Chamber of Commerce stand.

All the British exhibitors expressed pleasure at the results they had achieved whether in black and white in their order books or in the form of contacts made, especially with country buyers, to initiate or expand their activities in the market. It is to be hoped that, by the time of the next Dublin International Food and Drink Fair in 1969, even more British exporters will be encouraged to take advantage of the event to enlarge their share of the Irish Republic's extensive and expanding market for foodstuffs and beverages.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of September 1 issue.

Nine British companies exhibited at the Irish International Food and Drink Fair in Dublin under the first joint venture scheme to be organized in Ireland by the Board of Trade and the London Chamber of Commerce. Picture shows, left to right: Mr. George Colley, Minister for Industry and Commerce; Alderman T. Stafford, Lord Mayor of Dublin; and Mr. M. Byrne, chairman of the fair, in conversation with Mr. Sam Black of the London Chamber of Commerce at the latter's stand. Mr. G. Brophy, president of RGDATA, is on the right.

New Zealand Trade Fair 'the best ever'

A report from the British High Commission, Wellington

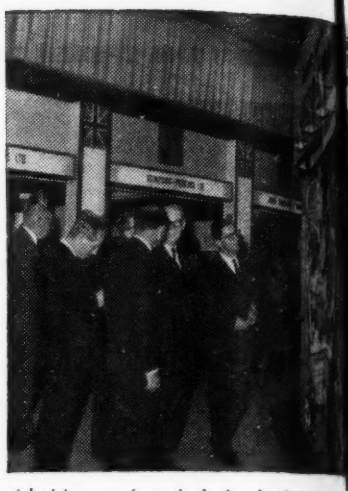
EXHIBITORS and buyers were agreed that the New Zealand International Trade Fair held in Wellington from August 17 to September 2 was the biggest and most successful trade fair ever held in New Zealand.

There were 359 separate stands organized into 17 national courts. Of these the British Court was by far the biggest, covering 27,500 sq. feet, about one-fifth of the total area of the fair; it was the most imaginatively laid out and was so situated that none of the visitors to the fair could miss it. Perhaps in consequence of this there was a good attendance (which considerably exceeded the invitations sent out) at the luncheon held on British Day in the British Court which was addressed by the British High Commissioner, Mr. J. R. Marshall, the New Zealand Deputy Prime Minister, and Mr. George Darling, Minister of State at the Board of Trade.

Visitors fell into two broad categories: trade buyers who came from all over New Zealand; and the general public from Wellington and its hinterland, who with their children flocked in, delighted to have so absorbing an entertainment available in the school winter holidays. The early visitors soon passed the word of the fair's success around, and successive waves of potential customers (and of the general public) flowed in throughout its duration. (One company's executive aircraft was kept busy flying relays of buyers in from outlying cities.) The statistics do not permit a distinction to be made between the trade buyers and the general public, but the general attendance was high.

Exhibits at the fair ranged from consumer goods to heavy machinery. In the British Court, as elsewhere, the emphasis was on capital goods. The centre piece was a stand featuring United Kingdom achievements in the use of nuclear reactors to generate electricity. But in addition to the electrical and other machinery on show, some of it more sophisticated than anything previously seen in New Zealand and arousing great interest amongst the experts, there were displays of cars, silverware, china and fabrics. The British Textile Council's corridor lined with furnishing fabrics was perhaps the most striking single exhibit in the fair.

New Zealand's import licensing restrictions make it even more difficult than usual to evaluate the results; but exhibitors on the 34 stands in the British Court were unanimous in expressing their satisfaction with the fair.



Admiring a 'creation' in leather of S. Crispin at the information stand of the Br. Leather Federation at the Paris Leather hibition is Sir Patrick Reilly, Br. Ambassador to France (central facing glasses). Closest to the 'creation' is Mr. C. Rose, Commercial Counsellor at the Emb. On the far left is Mr. Pittard, president of British Leather Federation. Great Britain the largest foreign exhibitor at the exhibi at which three joint ventures were organ with Board of Trade assistance.

Improved business at this year's Paris Leather exhibition

A report from the British Embassy, Paris

THE 25th Semaine du Cuir was held at the Porte de Versailles exhibition grounds in Paris, from September 8-13. The exhibition covered a total area of 4,200 sq. metres and grouped 1,300 manufacturers of machinery, shoes and clothing together with an extremely large number of tanners and producers of chemicals and other products used in the leather industry.

Well over half of the 1,300 exhibitors w foreign firms coming from 34 countries. on previous occasions, Great Britain was largest foreign exhibitor with 107 firms.

For the seventh year running the Bri Leather Federation sponsored a joint ven participation for 35 of its members in

(*Continued on page 7*

Mr. George Darling, Minister of State, Board of Trade, London (centre) watches while an operator uses a Monotype photo-lettering machine at the printing machine exhibition at the British Court at the New Zealand International Trade Fair in Wellington. Explaining the working of the machine is Mr. J. A. Longley, of Auckland. Mr. Darling, on a visit to New Zealand as a guest of the New Zealand Government, officially opened the British Court and toured the various exhibits.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

1st INTERNATIONAL CONSTRUCTION EXHIBITION OF THESSALONIKI
(THESSCONEX 1)
30 MARCH - 7 APRIL 1968

The only organised Exhibition of Building and Construction Materials and Machinery in South East Europe and the Middle East

Information: International Fair of Thessaloniki - Greece
The Greek Consular Authorities
The Building Trades Exhibition Ltd.
11, Manchester Square, London, W.1.

ion and the Leather Importers, Factors Merchants Association organized a joint e for 16 of its members for the sixth running. Both these groups were housed nds tastefully and practically designed Central Office of Information. A third venture was sponsored for the second utive year by the British Footwear facturers Federation for nine of its ers. These joint ventures, undertaken with of Trade assistance, were the largest sponsored by the three organizations at Paris Leather Exhibition. A further 47 firms – mainly tanners and machinery facturers – took part independently.

the 1966 exhibition was held it was that the leather industry was in a of depression. This year, however, is definitely improving – a fact by the worthwhile orders taken and s made by the British participants. The of visitors to the exhibition is esti- to be much larger than in 1966 and were in a buying mood. Two British reported moderately large orders from Europe, and sales to countries in Europe were promising. Buyers from America were also present in large rs and considerable business was done them.

Paris Leather Exhibition has now e the most important in the world for ther industry. Its participants meet there one hard-working week buyers from ountries, an achievement which – in to the time and money needed to erseas to visit these buyers (this would fact, an impossible task for most firms) e than justifies one's presence there. It nteresting to hear that many British tors saw more of their British clients Paris Leather Exhibition than they did United Kingdom.

Patrick Reilly, the British Ambassador, the exhibition on September 12. He was ed by the quality of the British goods w and heartened by the air of satis- and optimism that reigned among the participants.

ICITY OVERSEAS FOR ED KINGDOM TRADE FAIRS

nizers of Trade Fairs and Exhibitions in nited Kingdom are reminded that they lcome to send posters and brochures their Trade Fairs to Official Commercial ntatives Overseas, who are always to publicize such events.

Commercial Representatives must material on events **well in advance** *– ar months is a minimum notice – and hould be sent a reasonable number of es and posters for distribution. Two e dozen copies for the Commercial ntatives in each area it is desired to hould be considered an absolute mini- A full list of British Commercial Repre- es Overseas, together with their es, is published every three months in ard of Trade Journal.*

icity material for Commercial Represen- in more distant countries should be hed **by air-mail,** *since delivery to some es by surface mail can take up to two s.*

Commercial Representatives should be ether the publicity material sent to them ving any separate distribution in the concerned.

British electronic instrument makers' successful debut in Chicago

A report from the British Consulate General, Chicago

THIRTEEN British firms have made their first bid in the Midwest for their share of the $2 billion electronic instrument and equipment market in the United States. They did so by participating in the 23rd Annual Instrument Society of America (I.S.A.) Instrumentation – Automation Show and Conference that was held in Chicago at the International Amphitheatre from September 11 to 14.

They participated in a group display, under the joint sponsorship of the Board of Trade and the London Chamber of Commerce. Amongst the products displayed by the British participants were: electronic recording indicating and control instruments, solid state oscilloscopes, illuminated inline-indicators, oscillographs, transducers, digital print out units, thumb wheel operated switches, power supplies, temperature control and analysis equipment, wire products and trade publications.

A total of 321 exhibitors displayed their products in 350 stands which occupied more than 75,000 square feet of floor space in the main exposition hall in the amphitheatre. This exhibition is highly specialized and covers mainly industrial automation process and control equipment, and also components and sub-assemblies. The exhibition was as usual of an extremely high standard and attracted executives, control engineers, and scientists from major industrial and scientific users of instrumentation from the United States and Canada. Attendance at this year's event was 16,000. Symposia and conferences were held daily throughout the show and the main theme for both the exhibition and meeting was 'Instrumentation in the Service of Man'.

The grouped British exhibit occupied more than two thousand square feet of floor space. The impressive stand design and the quality of equipment on display compelled considerable attention from both visitors and exhibitors alike, who commented favourably on the British display. The British participants were well pleased with the results of their participation and delighted with the reception they received from the American visitors. Most of them expressed a desire to participate again in next year's event.

There were several notable achievements by British participants and most of them had some success in one way or another. It was no mean achievement that some 2,000 inquiries had been received by the end of the exhibition and a few of the participants had taken firm orders off their stands. At first one or two of the British firms had thought that the show was not quite the right one for them. However, after a day or two they had attracted some business and were well satisfied with results.

Those firms who had come to the United States for the first time are to be commended for their efforts and the aggressive manner in which they have tackled this tough and highly sophisticated market. Others already have marketing arrangements in the United States and they took this opportunity of expanding their sales efforts and consolidating themselves in the market. In addition to the British group display, one British firm exhibited independently and was very pleased with the results. Other overseas participants included one firm each from Canada, Germany and Japan.

Total electronic industry sales in the United States for 1966 amounted to $21 billion and the contribution by the electronic measurement and control industry was $2 billion. Instrument sales are expected to grow about 30 per cent by 1970. This is indeed music to the ears of instrument manufacturers and clearly suggests a market in which Britain could do well. And we will do well provided sufficient manufacturers in the United Kingdom are made aware of the value of these specialized trade fairs. From a discussion with the British exhibitors at the I.S.A. show it was surprising to learn that knowledge of the vertical show technique for penetrating the United States market is very thinly spread amongst British industry. Until we have overcome this communications – or public relations – problem we cannot reasonably hope for the success which should be in our reach.

Next year's show is to be held in the Coliseum in New York from October 28 to 31.

Visitors to the British group display at the ISA Instrumentation-Automation Show and Conference at Chicago were impressed with the quality of equipment exhibited by the 13 British participants, who took part under the joint sponsorship of the Board of Trade and the London Chamber of Commerce. At the end of the exhibition some 2,000 inquiries had been received by the British exhibitors, and some participants had taken firm orders.

OPENS 2nd. OCTOBER 1967

INTERNATIONAL CONSTRUCTION EQUIPMENT EXHIBITION AND CONFERENCE

CRYSTAL PALACE LONDON 2nd–7th OCTOBER 1967

Daily: 10.00a.m. to 6.00p.m. Last day 10.00a.m. to 5.00p.m.

Promoted by: Construction Equipment Exhibitions Ltd.

Sponsored by: The Federation of Civil Engineering Contractors. The Federation of Manufacturers of Construction Equipment. The National Federation of Building Trades Employers.

Organised by: Industrial & Trades Fairs Ltd., Commonwealth House, New Oxford Street, London WC1, England.

Telephone: 01-242 9011 Cables: Indatfa London WC1 Telex: 262567

he International Construction Equipment xhibition

official opening of the fourth Inter- al Construction Equipment Exhibition rystal Palace on October 2, by the Rt. Reginald Maudling, MP, deputy leader e Conservative Party, will signal the start e most spectacular outdoor display of ructional plant and equipment ever staged United Kingdom say the organizers.

upying the 40-acre site will be well over xhibitors, among them, leading construc- equipment manufacturers from Europe ountries as far afield as Canada, Japan, United States and the USSR, many of will be introducing new and, in a large er of cases, completely revolutionary nes and plants.

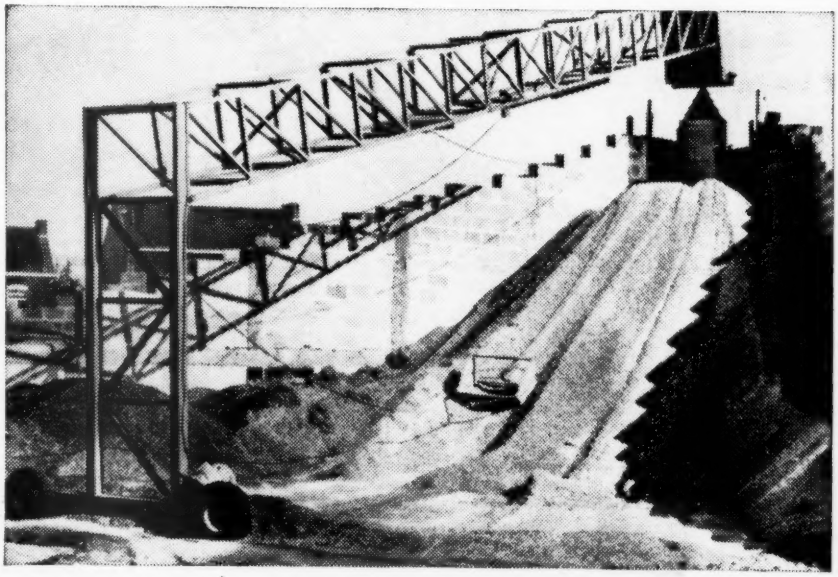
exhibition provides a major opportunity e a wide range of equipment working field or site conditions. Demonstrated ually on the proving grounds will be all of mechanical digger, tractor, bulldozer, ator and other earth-moving machinery, er with their various attachments includ- augers, backhoes, grabs, loaders, rippers, ers, scrapers and tampers.

measure of the exhibition's diversity can uged from the fact that exhibits will en- ss 389 separate classifications, 62 more in 1961, representing the widest and most d range of machinery, ancillary equipment materials for the construction industry.

e aims of the exhibition are further fined by the third International Construc- Conference 'Efficiency in Construction' to ld in the adjoining Conference Theatre e Crystal Palace National Recreation e from October 2-6.

ogether, ten papers, presented under five

(*Continued on page* 785)



The Johnson Machinery Limited Stand (No. A4) at the exhibition will feature the new Automatic Boom Scraper, which is being shown for the first time in this country. Shown above, the Automatic Boom Scraper is manufactured in a range of sizes, with scraping capacities of from 20 to 65 cu. yds. per hour and boom lengths of 33 ft to 49 ft.

DDRESSES OF ECGD LOCAL OFFICES

FORD
House, 41-51 Goldington Road, Bedford.
Bedford 58798. Telex 82350).

FAST
onegall Square West, Belfast.
Belfast 29428. Telex 74577).

MINGHAM
ber of Commerce House, Harborne Road, Birmingham, 15.
Edgbaston 4375. Telex 33132).

DFORD
Riding House, Cheapside, Bradford, 1.
Bradford 25147. Telex 51161).

STOL
ington House, Great George Street, Bristol, 1.
Bristol 22102. Telex 44248).

DIFF
David's House, Wood Street, Cardiff.
Cardiff 26657. Telex 49284).

NBURGH
George Street, Edinburgh.
Caledonian 3004. Telex 72170).

SGOW
George Street, Glasgow, C.2.
Central 3056. Telex 77130).

DS
row House, 42 The Headrow, Leeds, 1.
Leeds 30082. Telex 55232).

ERPOOL
Buildings, Water Street, Liverpool, 2.
Central 5756. Telex 62537).

LONDON (City)
Marlon House, 71-74 Mark Lane, E.C.3.
(Tel. Royal 3491. Telex 23164).

LONDON (South)
42-46 Weston Street, S.E.1.
(Tel. Hop 5011. Telex 24812).

LONDON (North)
Empire House, St. Martin's le Grand, E.C.1.
(Tel. Monarch 4581. Telex 263615).

LONDON (West End)
Cunard Building, 15 Regent Street, S.W.1.
(Tel. Whitehall 9061. Telex 24105).

MANCHESTER
Cheshire House, 18-20 Booth Street, Manchester, 2.
(Tel. Central 8861. Telex 66756).

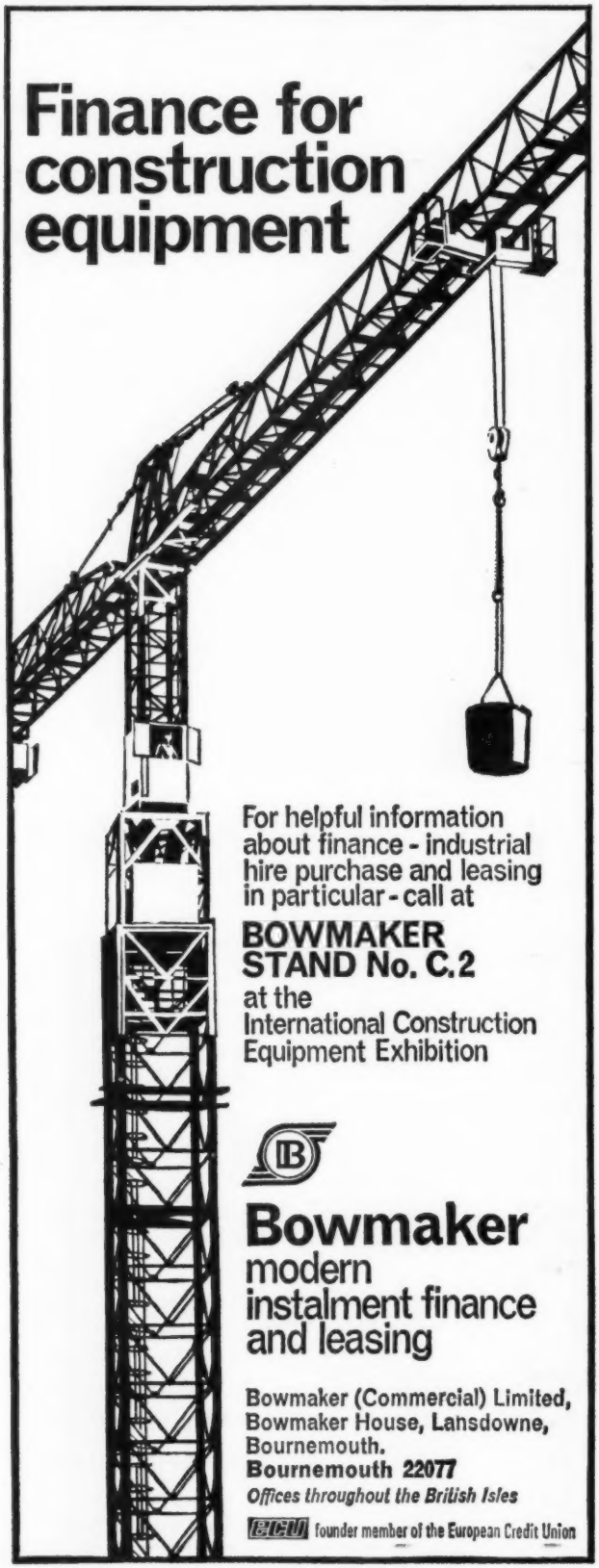
NEWCASTLE
District Bank Chambers, 36-38 Mosley Street, Newcastle, 1.
(Tel. Newcastle 29838. Telex 53305).

NOTTINGHAM
Equitable House, Old Market Square, Nottingham.
(Tel. Nottingham 46585. Telex 37566).

READING
18 The Forbury, Reading.
(Tel. Reading 40577/8. Telex 84422).

SHEFFIELD
8-12 Furnival Gate, Sheffield, 1.
(Tel. Sheffield 29151. Telex 54244).

Finance for construction equipment



For helpful information about finance - industrial hire purchase and leasing in particular - call at

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at the International Construction Equipment Exhibition

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Bournemouth 22077
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The International Building Exhibition Olympia London November 16-29 1967

The International Building Exhibition is a forum of world building technology.

It presents innovations in all sections of the industry.

Now, in 1967, exhibits will be shown in a logical grouping and the specialist visitor such as Site Engineer and the Construction Equipment Buyer can view sections which give comprehensive coverage to his particular aspect of the industry.

Componex 67
Of special interest will be Componex 67 displaying for the first time building components, products and services in a realistic on-site enviroment.

Free admission and special facilities for all visitors from overseas.

Further information from:

The Building Exhibition Offices, Room 18,
11 Manchester Square,
LONDON W1. England.
Telephone: 01-486 1951.
Telex: 24591 (Montbuild Ldn.)

NSTRUCTION EXHIBITION, *continued*

n headings – 'Roads', 'Building Construc-', 'Research', 'Computers', and 'Safety' – examine some of the many international blems with which the industry is currently d and consider the methods that will lead their solution.

The date of this year's exhibition has been ved back to October as the result of a cial market survey commissioned by the ustry following the 1965 exhibition, which held in May of that year. The purpose of survey was to discover how the promotion organization of the exhibition could be further improved to create an even more ctive international market place for exhibi- and visitors.

Two of the main recommendations of the ey were the inclusion of special features particular interest and assistance to local horities and further increases in promo- al and advertising aids designed to ensure even higher attendance by their senior rep- ntatives.

This year's exhibition site encompasses an a 30 times the size of the Albert Hall, over t times as large as the Grand Hall at mpia, of almost four times the total area the whole of Earls Court or Olympia. The ensive proving grounds, occupying over 000 square feet, will provide a unique portunity for visitors to see plant and ipment in action under typical working ditions.

The appeal and importance of the occasion gauged from the fact that nine months ore the opening date, over 80 per cent of total stand space on all four terraces had en allocated.

The preparation of the exhibition site, merly occupied by the 1851 Exhibition ace and terraced gardens, constituted a or undertaking involving detailed planning and the observance of a strictly controlled programme.

New roadways; the dressing and rolling of existing roadways; the installation of additional water-piping; flush lavatories and standpipes at key points; the installation of telephones; the laying of cables for the supply of electric current, linked via two transformer sub-stations to a grid system to cover the whole area – all these show the immensity of the operation of preparing the site.

Because of the size of many of the exhibits – including tower cranes, enormous earth-moving and road-making machinery, asphalt plants and bulldozers – actual stand sites were made ready well in advance.

The original preparation of the site for exhibitors used by Construction Equipment Exhibitions Ltd. involved the removal of thousands of tons of earth and, as a base for the exhibits, the laying of some 5,000 tons of hard-core – roughly equal to the requirement for a modern carriageway surface 24 feet wide and a mile in length.

Two 300 foot long Bailey Bridges, surmounting the proving ground, will provide visitors with first-class vantage points from which to view the demonstrations of plant and equipment.

A free shuttle service will be provided by a fleet of buses hired from London Transport throughout the duration of the exhibition between Charing Cross Underground Station (corner of Northumberland Avenue and Craven Street) and Crystal Palace. A fleet of minibuses will also provide free transport between Crystal Palace station and the exhibition. These special facilities will supplement the 11 existing London Transport bus routes which serve Crystal Palace and the British Rail services to Crystal Palace station.

Negotiations are also in hand for coaches to meet the most important trains – such as the Liverpool, Manchester and Birmingham Pullmans, the Golden Hind and the Master Cutler – at the main London termini.

The old high-level station opposite the main entrance to the exhibition which was completely demolished for the first exhibition in this series to make room for an 8-acre car park accommodating 1,500 cars and is linked to the main exhibition area by a special subway, is now supplemented by additional car parks adjoining the intermediate terraces, offering accommodation for a further 600 cars.

Catering arrangements include the provision of a main restaurant capable of supplying up to 1,000 lunches a day, and cafeteria facilities for a further 2,000 lunches; an exhibitors' bar; snack bars; vans and kiosks stationed at strategic points for the supply of hot drinks and ice cream, cigarettes, tobacco and chocolates.

Full postal services will be provided by the GPO, a specially erected post office acting as a clearing office for incoming and outgoing mail.

Over recent years about half the industry's output has been exported to well over 100 countries, with some firms exporting as much as 80 per cent of their production. Because of this and the important part that the exhibition is expected to play in increasing exports still further, extensive arrangements are being made for the reception of the ever-increasing number of overseas visitors – half as big again in 1965 as the corresponding attendance in 1963. A special reception centre is being provided and a corps of interpreters will be on permanent call.

The importance of the construction equipment industry, say the organizers, is underlined by its ever-increasing output which has established it as one of the country's outstanding 'growth' industries. The vast contri-

(*Continued on page* 787)

CONCRETE VIBRATORS

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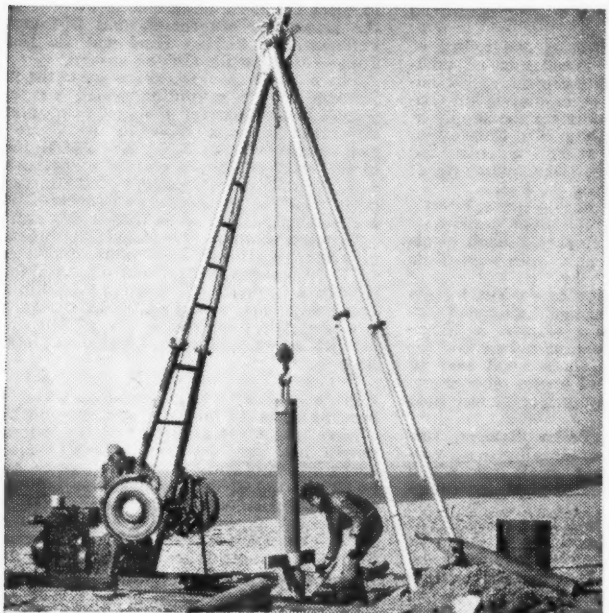

Solve your boring problems with the 'Wayfarer' drilling rig

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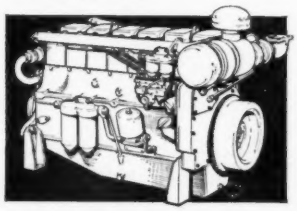
Piling and Construction Co. Ltd., Pilcon Works, Houndmills, Basingstoke, Hants., England.
Phone: Basingstoke 3861/2

STOP PRESS . . . ***Visit Stand No. A118 at the exhibition where the new Traveller Rotary Drilling Rig will be featured together with the two ton piling winch.***

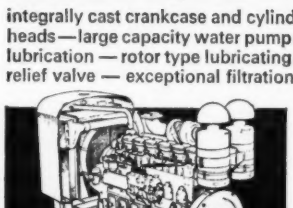
TWO DYNAMIC RUSTON NEWCOMERS

With the introduction of two powerful new models Ruston 'small' engines now cover a range of air-cooled and water-cooled diesels from 3 to 286 bhp. For almost every application in the contracting industry there is a Ruston diesel to provide reliable and economic power year in and year out.



NEW RUSTON 6YDX

The 177 bhp, 2,200 rpm 6 cylinder turbo charged 6YDX is an extension of the well-known YD water-cooled range incorporating new and important design features to ensure even longer life with minimum maintenance — integrally cast crankcase and cylinder block — single unit cylinder heads — large capacity water pump — instantaneous turbo charged lubrication — rotor type lubricating oil pump with integral pre-set relief valve — exceptional filtration capacity.



NEW RUSTON 6YEC

Developed from the 6 cylinder turbo charged, water-cooled 6YEX Mark 2, the 6 YEC incorporates an air to charge-air type intercooler enabling the available power to be increased to 286 bhp at 1800 rpm without any increase in operating temperatures and pressures. This new powerful diesel follows the Ruston tradition of providing you with cheap reliable power. These new engines have been developed with your requirements in mind — write to-day for full descriptive literature.

Full information and specifications on request

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RUSTON **'SMALL DIESELS' 3-286 bhp**

RUSTON & HORNSBY LTD., LINCOLN, ENGLAND

Members of THE RUSTON GROUP Davey, Paxman & Co. Ltd., Alfred Wiseman & Co. Ltd., The Bergius, Kelvin Co. Ltd.

On show at the exhibition will be this Allis-Chalmers HD-12G Crawler Loader, powered by an Allis-Chalmers 11000, *four-stroke cycle, turbocharged diesel engine.*

The 1½ *cu. yd. rigid-frame model* 134*A* (*right*) *and the* 3 *cu yd. articulated model* 3000 (*left*), *two of the seven machines Yale Tractor Shovel division will be showing at this year's International Construction Equipment Exhibition, Crystal Palace.*

bution made by the industry to the export trade is indicated by the latest available figures which show that, during the first 11 months of 1966, the total value of equipment exported from this country totalled £64,100,000 against a comparable total over the same period in 1965 of £59,800,000, an increase of approximately four and a half million pounds. No less than 50 per cent of the British equipment industry's output is sold overseas and it is confidently expected that the International Construction Equipment Exhibition will play a big part in increasing this proportion.

Equipment on display at the exhibition will range from everyday multi-purpose tools such as drills, jacks, saws, winches and small hand tools to large specialized requirements typified by huge earth-moving and road-making machinery, and encompassing all types of plant and ancillary equipment for the building and construction industries, civil engineering, quarrying, mining and demolition. In view of the great overseas interest in the exhibition, the organizers have arranged for the editors of leading overseas trade journals from ten countries – Belgium, Denmark, France, Germany, Holland, Italy, Norway, Sweden, Switzerland and the United States – to be their guests over the first three days of the exhibition.

Britain to participate in Expo 70

IT WAS ANNOUNCED by the Foreign Office last week that Britain is to participate in the Japan World Exhibition to be held at Osaka in 1970. This decision was conveyed to Dr. Wataro Kanno, Japanese Minister for International Trade and Industry and the Minister in charge of the Japan World Exhibition, by Mr. William Rogers, Parliamentary Under-Secretary of State, when Mr. Kanno paid a courtesy visit to Mr. Rogers.

Britain will have a site of 8,000 square metres and the budget for the participation including art and cultural manifestations will be £2 million. The expenditure will be spread over four years.

Expo 70, with the theme 'Harmony and Progress for Mankind', will be open for six months from March 15 to September 13, 1970.

The British Pavilion will be organized on behalf of the Foreign Office by the Central Office of Information which has been responsible for the highly successful British Pavilion at Expo 67 Montreal. The COI also organized the British Government Pavilion at the Brussels World Exhibition in 1958.

After consultation with the President of the Royal Institute of British Architects the Central Office of Information expects in the near future to be selecting and commissioning the architect who will design Britain's pavilion.

Notes:

Expo 70 is recognized as a 1st Category World Exhibition by the International Exhibitions Bureau.

SIMA exhibition in Moscow

THE Scientific Instrument Manufacturers' Association of Great Britain, in collaboration with the Board of Trade, will hold a large exhibition of British instruments, including medical equipment, in Moscow from March 18 to 27, 1968.

All members of the Association have been given full details. Non-members whose products are suitable may exhibit, subject to the availability of space; and any non-member firms who are interested should contact the Association at SIMA House, 20 Peel Street, London, W.8, without delay, and at the latest by October 13.

The exhibition will be organized with the co-operation of the USSR Chamber of Commerce and all interested Soviet officials and specialists will be invited; it will not be open to the general public.

Canadian store buyers to visit Britain

THE BOARD OF TRADE have been advised that buyers from the Hudson Bay Company of Vancouver who will be holding promotions of British goods in April/June 1968 in Edmonton, Vancouver and Victoria will be visiting Britain during October and November of this year. Manufacturers and Exporters wishing to meet the buyers should contact the London buying house.

Name of Buyer	*Merchandise sought*
Mr. R. L. Bell (October 29-November 11)	Ladies' sportswear.
Miss M. Chrystal (October 29-November 11)	Ladies' dresses.
Mr. A. Mowat (October 29-November 11)	Women's ready-to-wear.
Mrs. A. Webster (October 1-October 15)	Children and infants' wear.
Mr. L. J. Smith (October 1-October 10)	Stationery, lotions, candy, tobacco, books.
Mr. G. Gregg (October 7—October 22)	Draperies, floor covering.
Mr. P. W. Fee (October 1—October 20)	Jewellery, handbags, dress accessories, cosmetics.
Mr. R. K. Coltman (October 4-October 20)	China, glassware.

The London Buying House for the group is Associated Merchandising Corporation, 1B Baker Street, London, W.1 (Tel. Hunter 4721).

3rd Export Services Exhibition 'big success'

MORE THAN 16,000 people attended the 3rd Export Services Exhibition at Olympia, which closed on September 15. The attendance was about the same as last year, but the larger hall with exhibits on the gallery, and larger stands many with private lounges tended to absorb the crowd and give an air of elegant spaciousness. Stand designs were of an even higher standard than last year say the organizers, and there were fascinating models of dock and transportation systems, and many of the stands were made glamorous by the presence of girls in costume from countries like Burma, Iceland, Japan, India, Malaysia, the Phillipines, Singapore and Thailand. It was a very colourful exhibition. Brian Mack, exhibition organizer, said at the close of the exhibition: 'The success of this 3rd Export Services Exhibition has firmly established the fact that there is a vigorous export services industry supporting British manufacturers. The 4th Export Services Exhibition will be even larger and will take place in 1969, while in 1968 the International Container Services Exhibition will emphasize the importance of the container revolution.'

More than 100 firms took part.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGMENTS

Anglo-Rumanian trade arrangement

TRADE NEGOTIATIONS for quota arrangements covering the period October 1, 1967, to September 30, 1968, were concluded in Bucharest on September 21. Details of the quota lists will be published in full in the *Board of Trade Journal* on October 6.

Bulgaria and Sweden

AN ADDITIONAL protocol to the Five Year Trade Agreement between Bulgaria and Sweden relating to trade in 1967 was signed in Sofia on July 28, 1967.

Sweden has liberalized the import of many Bulgarian goods and only a few remain restricted by quotas. These include gloves, grey cloth, finished textile goods, oriental carpets knotted, rubber and leather footwear, household and ornamental china and ceramics, rolling mill products and certain foodstuffs.

The list of quotas for Swedish exports to Bulgaria shows little change from previous years and includes livestock for breeding purposes, salted and frozen herring, canned fish, seeds, chemical and pharmaceutical products, cellulose and mechanical woodpulp, paper and paperboard, cellulose wadding, staple fibre, tyre cord yarn and fabrics, textiles, woollen rags, resistance material (strips, tubes and wire), iron and steel and metal products, safety razor blades, welding electrodes, office machines and cash registers, medical and surgical instruments and apparatus, ball and roller bearings, pneumatic equipment for mining and engineering industries, machinery for the cellulose and paper industry, and clerical household appliances and spare parts.

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, Room E11, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449/450), quoting reference CRE 5979 G

UAR (Egypt) and Hungary

A TRADE PROTOCOL to the 1967 Trade Agreement between Hungary and the UAR was signed in Cairo on August 4, 1967.

Under the original agreement, Hungary was to export mechanical equipment and components, road vehicles, chemicals and machine tools and import cotton, agricultural products, and light industry products. The protocol covers the exchange of goods to the value of £E3.5 million.

Reference was also made to a 'gift' of $10.5 million of medical supplies and equipment offered by the Hungarian Government to the UAR.

The two delegations also discussed the use to be made of the £E15 million credit agreement signed last year. The credit is to be used to 'finance projects under the UAR development programme, including extensions to Alexandria Harbour and to the vehicle factory, the construction of a plate glass factory, an electric lamp factory, a lime factory, a pump factory, a mechanized slaughter house, and equipment for scientific laboratories at El Azhar University'.

No other details are available at present.

All inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449/450, quoting reference CRE 1285 G.

British Commercial Representatives Overseas

THE FOLLOWING amendments are necessary to the list of British Commercial Representatives Overseas as published in the *Board of Trade Journal* on September 1, 1967.

BULGARIA – *delete* Mr. G. W. Burnett and *substitute* Mr. W. F. B. Price.

ITALY – *amend* address and telephone number of the British Consulate-General, Milan, to read: 'via San Paolo 7, I 20121 Milan (Tel. 803.442/6)'. The rest of the entry remains unchanged.

Hints to businessmen visiting Malta

A REVISED edition of the booklet on Malta has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Mr. John Carr Doughty, the British knitwear designer, was presented with the 1967 Silver Needle Award by the Director of the Royal Academy of Arts in Amsterdam. Mr. Harry Rael-Brook, president of the International Fashion Council is seen (right) congratulating Mr. Doughty. The trophy, the Oscar award of the Clothing Industry, is given each year by the IFC, and is the work of the abstract sculptor, Djelke Duysings. It is competed for by leading designers from all branches of clothing from seven countries and this is the first time that the award has been won for excellence and originality of design in knitwear. The designs of John Carr Doughty are used by the knitting industry all over the world and awards have been received from German, French and Italian industrial and fashion authorities.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, *Ext.* 404 *and* 406. *Telex* 25977 *AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.*

AFGHANISTAN

(186/67) X-ray Equipment for Ministry of Public Health. Closing date not known. E.S.B. 34742/67.*

ALGERIA

(185/67) Hotel Furnishings and Equipment for Ministry of Tourism. October 16. E.S.B. 34774/67.

ARGENTINA

(186/67) Aero-Photometric Survey for National Institute of Geology and Mining. November 20. E.S.B. 34812/67.

AUSTRALIA

(188/67) Construction of School for Department of Works, Barton, Canberra. October 17. E.S.B. 35232/67.
(188/67) Marine Seismic Processing Equipment for the District Council Board, Geraldton. Tender documents now available. E.S.B. 34704/67.*
(187/67) Transformers for Electricity Commission of New South Wales. October 30. E.S.B. 34899/67.*
(187/67) Construction of Submarine Cable Link for Mackay Regional Electricity Board. October 18. E.S.B. 34895/67.*
(187/67) Circuit Breakers; Switches for Melbourne City Council. (Further Information.) Tender documents now available. E.S.B. 34702/67.*
(188/67) Traffic Control Equipment for Melbourne and Metropolitan Board of Works. October 24. E.S.B. 35284/67.
(188/67) Telecommunications Equipment for Post Master-General's Department, Melbourne. October 31. E.S.B. 35291/67.
(186/67) Diesel Locomotives for Queensland Railways. (Further Information.) E.S.B. 34029/67.
State Electricity Commission of Victoria:
(187/67) Fuses. Closing date postponed to October 16. E.S.B. 32045/67.*
(188/67) Boiler Feed Pumping Sets. November 6. E.S.B. 35285/67.
(189/67) Coal Treatment Plant. November 9. E.S.B. 35218/67.
(185/67) Weighbridge for Victorian Railways. Closing date postponed to November 22. (Further Information.) E.S.B. 20235/67.*

BURMA

(185/67) Insecticides Formulation Plant for Industrial Development Corporation. Closing date postponed to October 31 (Further Information.) E.S.B. 25758/67.
Ministry of Defence:
(184/67) Evaporator. October 12. E.S.B. 34285/67.
(184/67) Pull Lifts. October 12. E.S.B. 34284/67.*
(184/67 Portable Gantry. October 12. E.S.B. 34285/67.*
Myanma Export Import Corporation:
(184/67) Wire Netting. October 13. E.S.B. 34290/67.*
(189/67) Ink; Plastic Rulers. October 28. E.S.B. 35447/67.*
(189/67) Vehicle Spare Parts. October 14. E.S.B. 35434/67.*
(189/67) Cotton Canvas Cloth. October 24. E.S.B. 35441/67.*
(189/67) Steel Strip. October 16. E.S.B. 35441/67.*
Union of Burma Railway Board:
(189/67) Steel Products and Shapes. October 24. E.S.B. 35435/67.*
(189/67) Steel. October 24. E.S.B. 35436/67.*
(189/67) Steel Shapes. October 24. E.S.B. 35437/67.*

CANADA

(187/67) Cranes for Manitoba Hydro. November 13. E.S.B. 34895/67.*
(188/67) Construction of Piers for National Harbour Board. (Advance Information.) E.S.B. 35255/67.

CEYLON

(188/67) Ice Crusher for Ceylon Fisheries Corporation. October 13. E.S.B. 34850/67.
(187/67) Tyres, Tubes and Flaps for Ceylon Transport Board. (Further Information.) Tender documents now available. E.S.B. 34297/67.*
(188/67) Pressure Lamps for Government Stores Department. October 24. E.S.B. 34874/67.
(188/67) PVC Pipes for State Engineering Corporation of Ceylon. October 14. E.S.B. 34876/67.
(188/67) Drill Fabric for the Tender Board. (Further Information.) Tender documents now available. E.S.B. 34208/67.*

CHILE

(189/67) Locomotives for Chilean State Railway. Amended closing date October 17. E.S.B. 27269/67.
(186/67) Pharmaceuticals for Servicio Nacional de Salud. October 17. E.S.B. 34800/67.*

ETHIOPIA

(184/67) Educational Equipment for Ministry of Education and Fine Arts. November 30. E.S.B. 34741/67.*

FORMOSA

Central Trust of China:
(185/67) Fork Lift Trucks. October 12. E.S.B. 34745/67.*
(185/67) Mechanical Handling Equipment. October 14. E.S.B. 34778/67.*
(185/67) Radial Drill. October 13. E.S.B. 34746/67.*
(185/67) Cathodic Protection Unit. October 12. E.S.B. 34747/67.*
(185/67) Piston Pumps. October 13. E.S.B. 34748/67.*
(185/67) Insulation Materials. October 16. E.S.B. 34749/67.*
(185/67) Spot Coating Machine. October 14. E.S.B. 34750/67.*
(187/67) Oil Filter Press. October 20. E.S.B. 35201/67.*
(187/67) Telecommunication Equipment. October 14. E.S.B. 35210/67.*
(187/67) Nickel. October 16. E.S.B. 35221/67.*
(188/67) Hydrostatic Testing Unit. October 21. E.S.B. 35248/67.*
(188/67) Cathodic Protection Unit. October 16. E.S.B. 35249/67.*
(188/67) Rails. October 19. E.S.B. 35235/67.*
(188/67) Pig Lead. October 11. E.S.B. 35236/67.*
(188/67) Horizontal Separators. October 20. E.S.B. 35202/67.*
(188/67) Water Bath Heaters. October 21. E.S.B. 35204/67.*
(188/67) Turret Milling Machine. October 11. E.S.B. 35247/67.*
(188/67) Imitation Cork Tipping Paper. October 16. E.S.B. 35258/67.*
(188/67) Pipes; Valves. October 19. E.S.B. 35250/67.*
(188/67) Dielectric Strength Test Set. October 16. E.S.B. 35228/67.*
(188/67) Asphalt Proportioner. October 18. E.S.B. 35229/67.*
(188/67) Zinc. October 11. E.S.B. 35237/67.*
(188/67) Fuel Oil Meter. October 16. E.S.B. 35205/67.*
(188/67) Steel. October 20. E.S.B. 35206/67.*
(188/67) Conveyor Belts; Chute Lining. October 18. E.S.B. 35223/67.*
(188/67) Electrical Equipment. October 18. E.S.B. 35225/67.*
(188/67) Soothblower. October 19. E.S.B. 35241/67.*
(189/67) Production Tubing. October 20. E.S.B. 35203/67.*
(189/67) Steel Structural Shapes. October 21. E.S.B. 35[illegible]/67.*
(189/67) Drench Shower and Eye Wash Safety Unit. October 27. E.S.B. 35227/67.*
(189/67) Cable Connectors; Tap Kits. October 12. E.S.B. 35211/67.*
(189/67) Power Systems. October 20. E.S.B. 35230/67.*
(189/67) Heat Exchanger Tubes. October 18. E.S.B. 35231/67.*
(189/67) Potassium Carbonate. October 16. E.S.B. 35233/67.*
(189/67) Laboratory Equipment. October 20. E.S.B. 35240/67.*
(189/67) Wrecker Cranes. October 19. E.S.B. 35242/67.*
(189/67) Drilling Machines. October 18. E.S.B. 35254/67.*
(189/67) Dryer and Filters. October 19. E.S.B. 35244/67.*
(189/67) Gas Cylinder. October 19. E.S.B. 35245/67.*
(189/67) Steel Bar. October 18. E.S.B. 35246/67.*
(189/67) Rear Dump Truck. October 19. E.S.B. 35252/67.*
(189/67) Air Compressors. October 20. E.S.B. 35253/67.*
(189/67) Spectrograph. November 18. E.S.B. 35254/67.*
(189/67) Dial Switching Equipment. October 19. E.S.B. 35248/67.*
(189/67) Centrifugal Pump. October 19. E.S.B. 35249/67.*
(189/67) Truck Tractor. October 19. E.S.B. 35251/67.*

GERMANY, FEDERAL REPUBLIC OF

(185/67) Cranes for Baubehoerde Ausschreibungstelle der Aemter fuer das Ingenieuswen. October 13. E.S.B. 34770/67.

GREECE

(185/67 Fertilizers for Agricultural Bank of Greece. October 1. E.S.B. 34780/67.*
Ministry of Commerce:
(185/67) Postal Scales. October 20. E.S.B. 34763/67.*
(186/67) Radio-Telephonic Systems. October 13. E.S.B. 34779/67.*
(186/67) Excavating/Loading Vehicles, Hoisting Machines and Locomotive. October 25. E.S.B. 34777/67.*
(187/67) Printing Machinery. October 11. E.S.B. 34895/67.*

GUATEMALA

(189/67) Construction Machinery and Vehicles for Departmento de Beines Nacionales. (Further Information.) E.S.B. 34781/67.*

INDIA

(186/67) Transmission Line for Assam State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 35506/67.*
(187/67) Concrete Mixers for Beas Purchase Organization. December 5. E.S.B. 34869/67.*
Bhabha Atomic Research Centre:
(185/67) Gears. (Further Information.) Tender documents now available. E.S.B. 33969/67.*
(185/67) Welding Machine. (Further Information.) Tender documents now available. E.S.B. 33970/67.*
(185/67) Rectifier Unit. (Further Information.) Tender documents now available. E.S.B. 33971/67.*
(185/37) Millimeter Recorder. (Further Information.) Tender documents now available. E.S.B. 33986/67.*
(185/67) Transistor Curve Tracer. (Further Information.) Tender documents now available. E.S.B. 33988/67.*
(185/67) Oscilloscope. (Further Information.) Tender documents now available. E.S.B. 33989/67.*
(185/67) Generator. (Further Information.) Tender documents now available. E.S.B. 33991/67.*
(185/67) Ultrasonic Flaw Detectors. (Further Information.) Tender documents now available. E.S.B. 33994/67.*
(185/67) Computer Power Supply Unit. (Further Information.) Tender documents now available. E.S.B. 33995/67.*
(185/67) Cam and Switch Assembly (Further Information. Tender documents now available. E.S.B. 33988/67.*
(185/67) Induction Heater. (Further Information.) Tender documents now available. E.S.B. 33997/67.
(186/67) Axle Boxes for Chittarantan Locomotive Works. (Further Information.) Closing date postponed to October 20. E.S.B. 33304/67.
(187/67) Fork Lift Trucks for Cochin Port Trust. October 18. E.S.B. 34877/67.
Delhi Electric Supply Undertaking:
(187/67) Testing Equipment. October 17. E.S.B. 34867/67.
(187/67) Semi-Trailer and Pulling Unit. October 16. E.S.B. 34868/67.
(188/67) Cable Testing Sets. October 23. E.S.B. 34869/67.
(184/67) Capacitors for Hydro-Electric Construction Projects. October 13. E.S.B. 34259/67.
(185/67) Rod Straightening and Alvening Machine for India Supply Mission. October 13. E.S.B. 34783/67.
(187/67) Electrical Equipment for Kerala State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 32901/67.*
(185/67) Construction of Dam for Public Works Department, Gujarat State. (Advance Information.) E.S.B. 34787/67.
The West Bengal State Electricity Board:
(189/67) Transformers. Amended closing date October 20. E.S.B. 30514/67.*
(189/67) Control Relay and Metering Panels. Correction. E.S.B. 32453/67.

(Continued on next page)

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as* 500 *calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only* £10 10*s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 *Old Bailey, London, E.C.*4 *(Tel.* 01-248 5757, *Ext.* 7058, *Telex* 25977, *Ab: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.*

IRAQ

Administration of Distribution of Oil Products:
(185/67) Pipes and Fittings. October 30. E.S.B. 34740/67.
(189/67) Construction of Pump House Building. December 5. E.S.B. 35426/67.
(185/67) Drilling Equipment for National Electricity Administration. October 14. E.S.B. 34728/67.
(185/67) Sulphur for Government Oil Administration. October 14. E.S.B. 34727/67.
Ministry of Defence:
(185/67) Cesspit Emptier Vehicles. October 24. E.S.B. 34733/67.
(185/67) Refuse Collector Vehicles. October 24. E.S.B. 34734/67.
(185/67) Passenger Car. October 28. E.S.B. 34738/67.
(185/67) Mobile Bakeries Equipment. October 28. E.S.B. 34739/67.
Ministry of Health:
(184/67) Bottles, October 22. E.S.B. 34201/67.
(184/67) Irradiated Dried Human Plasma. October 22. E.S.B. 34202/67.
(185/67) Power Line Carrier and Telecommunication Equipment for Ministry of Industry. November 25. E.S.B. 34729/67.

IRISH REPUBLIC

(185/67) Water Supply Equipment for Cork County Council. November 11. E.S.B. 34745/67.
(187/67) Site Development for Dundalk Urban District Council. October 13. E.S.B. 34854/67.

LEBANON

Lebanese Army:
(185/67) Radio Telephone Equipment. October 16. E.S.B. 34715/67.
(185/67) Measuring Instruments. October 16. E.S.B. 34716/67.
(185/67) Cloth for Battle Dress. October 17. E.S.B. 34717/67.
(185/67) Vehicle Workshop Equipment. October 17. E.S.B. 34718/67.
(184/67) Special Chemicals; Sera and Antiseptics. October 17. E.S.B. 34719/67.

LIBYA

Ministry of Agriculture and Animal Resources:
(188/67) Organic Fertilizer. October 16. E.S.B. 35250/67.
(188/67) Organic Fertilizer. October 16. E.S.B. 35261/67.
(185/67) Sewage Plant and Equipment for Ministry of Finance. October 23. E.S.B. 34726/67.*
(186/67) Construction of Mosque for Municipality of Benghazi. October 16. E.S.B. 34776/67.

MALTA

(186/67) Power Station Equipment for Malta Electricity Board. November 20. E.S.B. 34797/67.
The Treasury:
(187/67) Diesel Engines, October 19. E.S.B. 34855/67.*
(187/67) Ice Pans. October 19. E.S.B. 34856/67.*
(187/67) Engineers Tools and Gauges. October 19. E.S.B. 34857/67.*

MOROCCO

(185/67) Hertzian Wave Link for Post, Telephone and Telegraph Department. (Advance Information.) E.S.B. 34424/67.

MOZAMBIQUE

The Ports, Railways and Transport Department:
(189/67) Rollingstock Springs. November 10. E.S.B. 35432/67.
(189/67) Pipes and Fittings. October 12. E.S.B. 35433/67.
(189/67) Locomotive Spares. November 10. E.S.B. 35434/67.

NEW ZEALAND

General Post Office:
(187/67) Stamp Cancelling and Postmarking Machines. November 6. E.S.B. 34891/67.*
(188/67) Quartz Crystal Blanks. October 24. E.S.B. 34889/67.*
Ministry of Works:
(188/67) Cotton Sheeting. October 31. E.S.B. 34890/67.*
(189/67) Polyester/Viscose Cloth. October 18. E.S.B. 35257/67.*

NORWAY

(188/67) Supply of Carrier Frequency Telephone Equipment for NATO Norwegian Government. Apply by October 16. E.S.B. GD 2188/67.

PAKISTAN

(189/67) Railcars for West Pakistan Railway Board. October 24. Tender documents now available. E.S.B. 33315/67.*

PERU

(188/67) Port Handling Equipment for Ministry of Finance and Commerce. October 24. E.S.B. 34861/67.*

SOUTH AFRICA

Cape Provincial Tender Board:
(188/67) Boot Laces. October 13. E.S.B. 34844/67.*
(188/67) Paint, etc, for Road Signs, October 13. E.S.B. 34845/67.*
(186/67) Pins. October 17. E.S.B. 34846/67.*
(188/67) Abrasive Paper. October 27. E.S.B. 34847/67.*
(187/67) Hospital Clothing. October 13. E.S.B. 34843/67.*
(187/67) Wire Screens. October 13. E.S.B. 34851/67.*
(188/67) Basecourse. October 17. E.S.B. 34849/67.*
(188/67) Disposable Paper Products. October 17. E.S.B. 34850/67.*
South African Railways and Harbours:
(185/67) Armature Coils. October 27. E.S.B. 34782/67.*
(187/67) Receptacle and Plug Assemblies. October 13. E.S.B. 34877/67.
(187/67) Bonding Cartridges. October 13. E.S.B. 35212/67.
South West African Administration:
(187/67) Insulating Material. October 11. E.S.B. 34885/67.*
(187/67) Concrete Mixer. October 11. E.S.B. 34886/67.*
(187/67) Rubber Belting. October 11. E.S.B. 34882/67.*
South West African Tender Board:
(188/67) Platform Trailer. October 11. E.S.B. 34878/67.*
(188/67) Oil Cloth and Serviettes. October 11. E.S.B. 34879/67.*
(188/67) Wire Screening. October 11. E.S.B. 34880/67.*
(188/67) Tools. October 11. E.S.B. 34881/67.*
(188/67) Roofing Materials. October 11. E.S.B. 34884/67.*
(188/67) Camera. October 11. E.S.B. 34885/67.*
(187/67) Sluice Valves. October 11. E.S.B. 34887/67.*
(187/67) Wooden Droppers. October 11. E.S.B. 34888/67.*
State Tender Board:
(185/67) Tacin Equipment. November 29. E.S.B. 34265/67.*
(186/67) Steel Plates. October 11. E.S.B. 34813/67.*
(187/67) Plan Reproducing Machine. October 27. E.S.B. 34810/67.*
(187/67) Resistors. October 23. E.S.B. 34811/67.*

SWAZILAND

(186/67) Switchgear and Accessories for Swaziland Electricity Board. (Further Information.) Closing date postponed to October 23. E.S.B. 31930/67.

SWITZERLAND

(187/67) Quadrupole Magnets for European Organization for Nuclear Research. October 28. E.S.B. 34843/67.
(188/67) Construction of Building for International Labour Office. (Prequalification.) October 31. E.S.B. 48581/66.

SYRIAN ARAB REPUBLIC

(189/67) Sewer Scheme for The Directorate of Municipal and Village Affairs. November 5. E.S.B. 35424/67.
The Secretariat of the Damascus University:
(189/67) Laboratory Materials and Equipment. October 11. E.S.B. 35418/67.
(189/67) Scientific Apparatus; Technical Equipment. October 18. E.S.B. 35423/67.

THAILAND

Metropolitan Electricity Authority:
(187/67) Pole Line Hardware. October 31. E.S.B. 34814/67.*
(187/67) Guy Strand. October 27. E.S.B. 34815/67.*
(186/67) Transformers for Provincial Electricity Authority. October 11. E.S.B. 34832/67.
State Railway of Thailand:
(186/67) Round Mild Steel. October 20. E.S.B. 34833/67.
(186/67) Metal Treatment Materials. October 13. E.S.B. 34820/67.
(186/67) Brass. October 19. E.S.B. 34821/67.
(186/67) Expanded Metal. October 18. E.S.B. 34822/67.
(186/67) Round Mild Steel. October 20. E.S.B. 34835/67.
(186/67) Round Mild Steel. October 20. E.S.B. 34836/67.
(186/67) Steel Plate. October 25. E.S.B. 34837/67.
(187/67) Cables and Accessories. November 8. E.S.B. 34825/67.*
(187/67) Rerailing Equipment. December 13. E.S.B. 34824/67.*
(187/67) Rerailing Equipment. December 13. E.S.B. 34826/67.*
(189/67) Brass and Copper Pipe. October 19. E.S.B. 35264/67.
(189/67) Brass Bar; Copper Pipe. October 19. E.S.B. 35265/67.
(188/67) Copper Bars and Sheets. October 19. E.S.B. 35266/67.

TUNISIA

(184/67) Refrigerators for L'Office du Commerce de la Tunisia. (Correction.) E.S.B. 33980/67.*

TURKEY

(187/67) Communications Equipment for Air Forces Command. (Further Information.) Postponed to October 15. Tender documents now available. E.S.B. 22100/67.*
Etibank Genel Mudurlugu:
(187/67) Telecommunication Equipment; Radio Link System October 16. E.S.B. 34805/67.*
(187/67) Lightning Arresters. October 18. E.S.B. 34806/67.*
(186/67) Telex Tape for P.T.T. Administration. October 20. E.S.B. 34807/67.*
State Hydraulic Works:
(188/67) Rockwell Hardness Tester. October 12. E.S.B. 35280/67.*
(188/67) Resistivity Equipment. October 16. E.S.B. 35281/67.*

UNITED STATES OF AMERICA

Bureau of Reclamation:
(189/67) Shunt Capacitor Equipment. (Advance Information.) E.S.B. 35275/67.
(189/67) Control and Digital Telemetering Equipment. (Advance Information.) E.S.B. 35412/67.
(188/67) Auto Transformer for United States Department of the Interior. (Further Information.) October 12. E.S.B. 31034/67.*

VIETNAM

(187/67) Construction of Nylon Filament Yarn Plant for Allied Textile Corporation. December 1. E.S.B. 34841/67.*
Industrial Development Centre:
(186/67) Plastic Manufacturing Plant. October 15. E.S.B. 34839/67.*
(187/67) Flour Milling Plant, October 20. E.S.B. 34840/67.*
(187/67) Steelworks Plant, October 15. E.S.B. 34858/67.*
(187/67) Construction of Nylon Filament Yarn Plant for Vietnam Nylon Manufacturing Co. November 1. E.S.B. 34838/67.*

ZAMBIA

(185/67) Tablets and Injections for Central Supply and Tender Board. October 20. E.S.B. 34760/67.*

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 19 local offices in various parts of the United Kingdom. A list is given on page 657 of September 15.

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, *Ext.* 427, *Telex* 25977, *AB: Bothillgate, Ldn.) at* 2*s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.*

Aden
(189/67) Inquiry for building materials; hardware. E.S.B. 21728/67.

Australia
(187/67) Agency inquiry for lathes. E.S.B. 29889/67.
(185/67) Inquiry for machine tools. E.S.B. 34348/67.
(186/67) Inquiry for road and traffic safety equipment. E.S.B. 33800/67.

Austria
(186/67) Agency inquiry for hosiery; knitwear. E.S.B. 33832/67.

Barbados
(187/67) Inquiry for foodstuffs. E.S.B. 35061/67.

Bolivia
(185/67) Agency inquiry for medical products. E.S.B. 34558/67.
(185/67) Inquiry for printing equipment. E.S.B. 34577/67.
(188/67) Inquiry for medical and surgical equipment. E.S.B. 35205/67.

Brazil
(185/67) Agency inquiry for hand tools. E.S.B. 34414/67.

British Honduras
(186/67) Inquiry for generators. E.S.B. 34994/67.

Canada
(185/67) Inquiry for radial bearing and fly wheel assembly. E.S.B. 32225/67.
(188/67) Inquiry for metallized vinyl. E.S.B. 35048/67.
(189/67) Inquiry for minerals; vitamins. E.S.B. 17242/67.

Ceylon
(188/67) Inquiry for steel sheets. E.S.B. 27346/67.

Denmark
(185/67) Inquiry for camping equipment; clothing; domestic household equipment; glass; handbags and travel goods; paper products; toiletries; toys. E.S.B. 33410/67.

Finland
(185/67) Agency inquiry for chemicals; quebracho extract. E.S.B. 34384/67.
(189/67) Agency inquiry for glass. E.S.B. 35053/67.

Formosa
(184/67) Tenders – successful bidders. E.S.B. 19699/67.

France
(188/67) Agency inquiry for baths; plumbing joints; sinks. E.S.B. 35066/67.
(184/67) Inquiry for mobile homes. E.S.B. 33884/67.
(186/67) Inquiry for chain store goods. E.S.B. 34918/67.

Germany, Federal Republic of
(186/67) Agency inquiry for office furniture. E.S.B. 32604/67.
(189/67) Agency inquiry for semi-finished metal products. E.S.B. 33498/67.
(189/67) Inquiry for biscuits; confectionery. E.S.B. 35038/67.

Hong Kong
(185/67) Agency inquiry for cosmetics. E.S.B. 34434/67.

For further details on the 'Export Service Bulletin' see page 789.

Iran
(185/67) Agency inquiry for felt wheels. E.S.B. 34362/67.
(187/67) Inquiry for fire fighting equipment. E.S.B. 34375/67.

Irish Republic
(187/67) Inquiry for block hoists. E.S.B. 34922/67.

Italy
(189/67) Agency inquiry for animal foodstuffs; beer; foodstuffs; oil seeds; whisky. E.S.B. 34937/67.
(189/67) Agency inquiry for cosmetic containers. E.S.B. 35059/67.
(187/67) Inquiry for whisky. E.S.B. 34965/67.
(188/67) Inquiry for waterproof membranes. E.S.B. 35070/67.

Jamaica
(189/67) Agency inquiry for toys and games. E.S.B. 35031/67.
(184/67) Decimalization of currency. E.S.B. 1209/G.
(185/67) Inquiry for hospital and laboratory equipment. E.S.B. 35393/65, Pt. 2.
(187/67) Inquiry for reproduction fire irons. E.S.B. 31115/67.

Jordan
(185/67) Inquiry for fork lift trucks. E.S.B. 34470/67.

Kuwait
(187/67) Agency inquiry for piece-goods. E.S.B. 35563/67.

Lebanon
(185/67) Agency inquiry for chemicals; oilfield equipment. E.S.B. 34521/67.
(187/67) Agency inquiry for stainless steel sheets. E.S.B. 34413/67.
(188/67) Agency inquiry for aluminium foils; ice cream plant and equipment; laundry and dry cleaning machinery; refrigeration equipment. E.S.B. 33224/67.
(188/67) Agency inquiry for sanitaryware and accessories; iron and steel bars; builders' hardware; glass sheets. E.S.B. 34961/67.

Mexico
(185/67) Inquiry for chemicals; chemical plant; metals. E.S.B. 34432/67.
(185/67) Inquiry for electric motors and motor controls; universal grinder. E.S.B. 34433/67.

New Zealand
(185/67) Manufacture under licence – agricultural machinery; air conditioning equipment; heating equipment; lifts; shipping containers truck trays truck bodies and tankers. E.S.B. 34425/67.

Nicaragua
(185/67) Inquiry for gift wrapping paper. E.S.B. 26562/67.

North America
(188/67) Department store buyers visit London. E.S.B. 4763/67.

Pakistan
(186/67) Agency inquiry for book binding machinery. E.S.B. 13678/67.
(185/67) Inquiry for petroleum hexane. E.S.B. 34139/67.

Poland
(185/67) Inquiry for paper converting and producing machinery. E.S.B. 34397/67.

Puerto Rico
(186/67) Agency inquiry for fence fittings. E.S.B. 32703/67.
(184/67) Inquiry for pipes and fittings; sewage ejectors and capacity blowers; sewage treatment plants; valves. E.S.B. 34401/67.

Saint Lucia
(185/67) Inquiry for jute bags. E.S.B. 30131/67.

Saudi Arabia
(187/67) Inquiry for medical and surgical equipment; medicines; pharmaceuticals. E.S.B. 40722/65.

Singapore, Republic of
(186/67) Agency inquiry for kitchen utensils. E.S.B. 34313/67.
(185/67) Inquiry for musical instruments. E.S.B. 34037/67.

South Africa
(184/67) Agency inquiry for measuring instruments; steam pressure control gear and instrumentation; tubes and pipe fittings; valves. E.S.B. 35924/67.
(184/67) Agency inquiry for motor vehicle body fillers. E.S.B. 32120/67.
(187/67) Agency inquiry for medical sundries; surgical instruments. E.S.B. 35011/67.
(188/67) Manufacture under licence – domestic appliances; refrigeration equipment. E.S.B. 26101/67.
(189/67) Manufacture under licence – industrialized buildings. E.S.B. 35086/67.

Sweden
(186/67) Agency inquiry for carpets. E.S.B. 34374/67.

Switzerland
(188/67) Agency inquiry for dresses. E.S.B. 35036/67.
(189/67) Agency inquiry for ovens. E.S.B. 35051/67.
(188/67) Inquiry for clothing; umbrellas. E.S.B. 35029/67.

Thailand
(185/67) Agency inquiry for dresses; textile fabrics. E.S.B. 34361/67.
(186/67) Agency inquiry for adhesives; felt; plastic floor covering; tiles; wax polish. E.S.B. 33812/67.
(187/67) Agency inquiry for car accessories. E.S.B. 10476/67.
(189/67) Inquiry for dresses; handbags; jewellery; nightdresses; shoes; sunglasses; underwear. E.S.B. 35179/67.

Uganda
(187/67) Inquiry for carpet cutting, sewing and laying machines; carpet holding devices. E.S.B. 15171/67.
(188/67) Inquiry for bottles. E.S.B. 34987/67.

United States of America
(186/67) Agency inquiry for data handling equipment. E.S.B. 30708/67.
(185/67) Inquiry for agricultural back-hoe. E.S.B. 34531/67.
(186/67) Customs invoices C.R.E. 3602/3.
(187/67) Inquiry for bolts and nuts; buttweld fittings; fasteners; forged steel welding fittings; stainless steel pipe. E.S.B. 35009/67.
(187/67) Inquiry for hairdressers' scissors and shears. E.S.B. 35111/67.
(187/67) Inquiry for steel. E.S.B. 35010/67.
(188/67) Inquiry for galvanized roofing. Inquiry for steel strapping. E.S.B. 35134/67.
(189/67) Inquiry for hand oilers; hand tools. E.S.B. 35032/67.

Venezuela
(185/67) Agency inquiry for pins. E.S.B. 34522/67.

Yugoslavia
(186/67) Agency inquiry for chemicals; cleaning agents; consumer goods; cosmetic preparations; dyes and pigments; knitwear; patent medicines; textile yarns and products; varnishes and lacquers; whisky. E.S.B. 19665/67.

Zambia
(185/67) Inquiry for costume jewellery; men's suits; underfelt. E.S.B. 34535/67.

A 6,000 *gallon* (27,200 *litres*), 8 *compartment light alloy road tanker manufactured by Gloster Saro Ltd., a Hawker Siddeley Company, for the carriage of petroleum spirit. The vehicle is shown embarking on the Dover to Ostend ferry, on its way to Germany where it was exhibited on the Gloster stand at the Frankfurt Motor Show from September* 14 *to* 24.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Four of Guildway's 'America Line' bungalows are being sent to Austria this month. They have been purchased by an Austrian steel works, and will be used to house senior executives. Above, a four-bedroomed bungalow packed onto one lorry for the journey to Austria. The four-bedroomed bungalows were sold by Guildway's distributor in Austria – Major G. B. Whitworth of Kitzbuhel. Guildway are sending one of their builders service managers, Mr. Vernon Thomas, for a week to assist the builder with erecting the bungalows.

£150,000 West German order

Detexomat Limited, the manufacturers of automatic hosiery equipment, of High Wycombe, Bucks, announce that they have received an order worth approximately £150,000 for their Automatic Variable Contour Toe Closers from one of the largest hosiery manufacturers in the world – Schulte und Diekhoff, of West Germany. This order has a further option, which, if taken up, will bring the total value to about £200,000, and will be the largest Detexomat installation in the world.

The first unit is now being installed, and a senior engineer from Detexomat is acting in a consultancy capacity to ensure full co-operation on both sides during the installation.

£5 million order for steel plant

Davy and United Engineering Company Limited, a member of the Davy-Ashmore Group, has received an order from Siderurgia Nacional of Lisbon, Portugal, for a cold strip rolling plant.

The main part of the order will include two reversing cold reduction mills and a temper mill, all to be designed and built by Davy-United. Under sub-contract to Davy-United, Wean Limited of Croydon, will supply a range of strip processing and coating lines and The English Electric Company Limited of Stafford will supply electric motors and control equipment to serve both the rolling mill plant and the processing lines.

This order, the value of which is expected to be in the region of £5 million, is the first to be placed under the £11 million Anglo-Portuguese loan agreement announced by Lazard Brothers & Company Limited, the merchant bankers.

British simulators for South America

Aerolineas Argentinas, the Argentine State airline, has placed an order valued at approximately £250,000 with Redifon Limited, for a Boeing 707-320C flight simulator.

This is the second major simulator order from South America received by Redifon in recent months. A similar installation – but with an additional colour visual system (making it the largest and most sophisticated simulator on that sub-continent) – has now been accepted by VARIG, the Brazilian airline, and is awaiting delivery.

The Argentine simulator, to be installed in Buenos Aires at the airline's training headquarters early next year, will be operated by an analogue computer, and incorporates a flight deck with all instruments, controls and navigation equipment, and a hydraulically actuated 3-axis motion system.

Redifon, a member of the Rediffusion group of companies, is Europe's largest manufacturer of flight simulators which are used for both air crew training and research.

British product to protect 10,000 acres in West Germany

A £6,500 order for British bird and animal repellent material has been won by a Suffolk firm – the Avi-Tect Co. Ltd., of Kirton, Suffolk, which markets products to keep birds and animals away from crops without harming them.

Material to protect 10,000 acres of farm and fruit crops, including vineyards, has been ordered by L. C. Kahl of Frankfurt am Main – plus repellent paint for buildings.

The order was negotiated by Mrs. M. B. Taylor, whose husband – Mr. W. H. Taylor – is technical director of the company.

'This is our first big export order,' says Mrs. Taylor. 'But I shall be flying to France and Holland soon for more talks with potential buyers.'

Telephone equipment for Australia

Orders worth nearly £250,000 have been gained by Plessey for the supply of telephone equipment to Australia.

The Australian Post Office has awarded the contracts to the Plessey Telecommunications Group (which incorporates Ericsson Telephones Limited) of Beeston, Nottingham.

Plessey will supply five- and ten-line house exchange telephones which give facilities for internal office calls and for exchange calls. Another contract calls for 1,000 manual cordless switchboards, some with two exchange lines and six extensions, and others with three exchange lines and 12 extensions.

BSR break into Polish record changer market

An order from Poland for record changers has been received by BSR Ltd., the Midlands based company which has factories and offices throughout the world and holds 30 per cent of the total market for tape decks and record changers.

According to a BSR spokesman the Polish order, from Universal of Warsaw, directly results from the company's recent participation in the Leipzig Fairs.

'In itself this is quite a small order,' said the spokesman, 'but it represents a big step forward by BSR in its drive into the markets of the Socialist bloc!

Large Russian order

A substantial order from Russia for precision gear measuring equipment has been won in the face of intense competition by David Brown Gear Industries Limited, of Huddersfield.

The order, worth around £80,000, is for the manufacture and supply of David Brown 18T Involute and Helix measuring machines and similar machines of the David Brown-Orcutt range.

These machines, designed for measuring the accuracy of gears, are to be used mainly in the Russian motor car, truck and tractor industries with others to be used for research and general gear manufacturing.

The order, won despite competition from continental manufacturers, is the largest single order for gear measuring equipment secured by the Tool Division of David Brown's and follows a personal visit to Moscow by Mr. Leslie Bradburn, Tool Division manager.

£1 million project for Guyana and Trinidad

Cable and Wireless (West Indies) Ltd. have announced that a contract of some £250,000 sterling has been awarded to the Marconi Company Ltd. for a project to improve communications between Guyana and Trinidad. The project provides for the installation of a tropospheric scatter system between the two territories and will be operational in early 1969. The total cost of the whole project will approach £1 million sterling.

It will replace the present HF radio telephone service and, for Guyana, will provide high quality telephone and telex services with Trinidad and also with the West Indies, United States, Britain, the Commonwealth and Europe; for Trinidad – a territory which has had high quality overseas communication links for some years – the project will extend these services with Guyana. The new trunk route will be a major improvement in an area in which Cable and Wireless (West Indies) Ltd. has recently upgraded external telecommunication links with extensive radio and telephone cable systems at a capital cost of some £5 million sterling.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Common organization of the market for sugar and products containing sugar

ON MARCH 3, 1967, the Council of the European Economic Community published the text of Regulation No. 44/67/CEE which set out the transitional measures to be applied to the sugar sector for the period July 1, 1967, to June 30, 1968. These measures, which are based on the principles adopted earlier by the Council of the EEC for the common organization of the sugar market from July 1, 1968, include a system of variable levies both for intra-Community trade and for imports from non-member states, and of institutions for exports.

The text of Regulation No. 44/67/CEE, which affects trade in the following goods, was published in the *Journal Officiel des Communautés Européennes* No. 40, dated March 3, 1967.

Common Customs Tariff No.	Description of goods.
17.01	Beet sugar and cane sugar, solid.
12.04	Sugar beet, whole or sliced, fresh, dried or powdered; sugar cane.
Ex 17.02	Sucrose (excluding maple sugar) invert sugar. Beet or cane sugar, syrups and other sucrose syrups (excluding maple syrup), invert sugar syrup. Artificial honey (whether or not mixed with natural honey), caramel derived from beet or cane, sugar and other sucrose sugars.
Ex 17.05	Sucrose, invert sugar and syrups thereof, flavoured or coloured (including vanilla-flavoured or vanillin flavoured-sucrose and invert sugar).
Ex 17.04	Sugar confectionery, not containing cocoa: B. Chewing gum. C. Other.
Ex 18.06	Chocolate and other food preparations containing cocoa and sugar.
Ex 19.02	Preparations of flour, starch or malt extract, of a kind used as infant food, or for dietetic or culinary purposes, containing less than 50 per cent by weight of cocoa, and containing sugar.
Ex 19.08	Pastry, biscuits, cakes and other fine bakers' wares, whether or not containing cocoa in any proportion, containing sugar.
Ex 21.07	Food preparations not elsewhere specified or included, containing sugar.
Ex 22.02	Lemonade, flavoured spa waters and flavoured aerated waters, and other non-alcoholic beverages containing sugar, not including fruit and vegetable juices falling within heading No. 20.07.
Ex 22.09 C III	Other spirituous beverages containing sugar.

The texts of the following Regulations and Decisions which also affect trade in these products have appeared in the *Journal des Communautés Européennes*.

Regulation No. 97/67/CEE concerns the determination of standard qualities and of adjustments to compensate for differences in quality in respect of white and raw sugar for the 1967/68 season. (*Journal Officiel* No. 94, dated May 19, 1967).

Regulation No. 144/67/CEE relates to the general rules concerning the granting of rebates on exports of sugar to third countries. (*Journal Officiel* No. 125, dated June 26, 1967).

Regulation No. 215/67/CEE lays down the general rules relating to refunds to producers for and exemption from the levy for sugars used in the chemical industry. (*Journal Officiel* No. 135, dated June 30, 1967). See also Regulation No. 239/67/CEE below.

Regulation No. 217/67/CEE lays down the conditions for granting refunds in respect of exports of certain agricultural products to non-member countries in the form of goods not covered by Annex II to the Treaty of Rome. (*Journal Officiel* No. 135, dated June 30, 1967).

Regulation No. 219/67/CEE amends Regulation No. 44/67/CEE, above. (*Journal Officiel* No. 135, dated June 30, 1967)

Regulation No. 220/67/CEE lays down the transitional measures to be applied to processed products with a fruit or vegetable base, containing added sugar, during the period July 1, 1967, to October 31, 1967. (*Journal Officiel* No. 135, dated June 30, 1967).

Regulation No. 233/67/CEE fixes the maximum premiums for denaturing sugar to be used in animal feeding. (*Journal Officiel* No. 137, dated June 30, 1967).

Regulation No. 234/67/CEE lays down the transitional measures to be applied to sugar not in free circulation on July 1, 1967. (*Journal Officiel* No. 137, dated June 30, 1967). See also Regulation No. 555/67/CEE below.

Regulation No. 235/67/CEE concerns the denaturing of sugar to be used as animal feed. (*Journal Officiel* No. 137, dated June 30, 1967).

Regulation No. 236/67/CEE lays down the implementing provisions for the granting of refunds for exports of sugar to non-member countries. (*Journal Officiel* No. 137, dated June 30, 1967).

Regulation No. 238/67/CEE concerns the communication of information necessary for the implementation of Regulation No. 44/67/CEE, above, on measures relating to the common organization of the markets in the sugar sector for the 1967/68 marketing year. (*Journal Officiel* No. 137, dated June 30, 1967).

Regulation No. 239/67/CEE establishes the implementing provisions concerning the refund to producers for and exemption from the levy on sugar used in the chemical industry. (*Journal Officiel* No. 137, dated June 30, 1967). See also, Regulation No. 215/67/CEE above.

Regulation No. 240/67/CEE relates to the methods for determining the quality characteristics of sugar. (*Journal Officiel* No. 137,

(*Continued on next page*)

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible.

EEC, *continued*

dated June 30, 1967). A correction to this Regulation was published in the *Journal Officiel* No. 181, dated August 4, 1967.

Regulation No. 281/67/CEE fixing the maximum amounts of restitution for the production of sugar for use in the chemical industry. (*Journal Officiel* No. 150, dated July 12, 1967). A correction to this Regulation appeared in the *Journal Officiel* No. 171, dated July 28, 1967.

Decision No. 67/431/CEE fixes the world market price for refined and unrefined sugar for the period July 1, 1967, to September 30, 1967. (*Journal Officiel* No. 150, dated July 12, 1967).

Decision No. 67/432/CEE concerns the authorization of duty free imports of sugar in the member states. (*Journal Officiel* No. 150, dated July 12, 1967).

Decision No. 67/433/CEE fixes the maximum amounts of restitution applicable to exports of sugar to third countries. (*Journal Officiel* No. 150, dated July 12, 1967).

Decision No. 67/503/CEE relates to the fixing, from the third quarter of 1967, the arithmetic mean of agricultural levies for third countries to serve as a basis for calculating the compensatory levy introduced by virtue of Article 10 of the Treaty of Rome in respect of the products covered by Regulation No. 44/67/CEE above. (*Journal Officiel* No. 180, dated August 3, 1967).

Decision No. 67/505/CEE fixes the maximum amounts for the restitutions to be applied to exports to third countries of sugar in the form of products not covered by Annex II of the Treaty of Rome. (*Journal Officiel* No. 180, dated August 3, 1967).

Regulation No. 508/67/CEE modifies Regulation No. 235/67/CEE above, so far as it concerns the fixing in advance of the premium for denaturation of sugar and the measures of control applicable to the denaturation of sugar in another member state. (*Journal Officiel* No. 211, dated August 31, 1967).

Regulation No. 555/67/CEE concerns the renewal of the transitional measures for sugar not in free circulation on July 1, 1967. (*Journal Officiel* No. 218, dated September 9, 1967). See also Regulation No. 234/67/CEE above.

Details of the maximum amount of restitution applicable to exports of sugar to third countries provided for in Regulation No. 236/67/CEE above, are published fortnightly. The first of these were given in Decision No. 67/433/CEE, above. The maximum amount of restitution applicable to exports to third countries of sugar in the form of products not covered by Annex II of the Treaty of Rome, provided for in Regulation No. 217/67/CEE above, are published monthly. The first of these were given in Decision No. 67/505/CEE. Information about these rates of restitution may be obtained on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

The Commission of the EEC have also presented to the Council for approval two draft Regulations. The text of the first draft Regulation, which concerns the rules to be applied during the 1967/1968 season to sugar originating in the Associated African States and the overseas countries and territories of the EEC, was published in the *Journal Officiel* No. 145, dated July 8, 1967. That of the second draft Regulation, which will fix prices in the sugar sector for the 1968/69 sugar season, was published in the *Journal Officiel* No. 1969, dated July 27, 1967.

The text, in French, of all the Decisions, Regulations and draft Regulations referred to above, may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations of the Regulations will be published by HMSO.

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or 162 North Promenade, Blackpool, 11, Lancs.

Common organization of the market in cereals

THE *Board of Trade Journal* dated September 22, 1967 (pa 724-7) contained an announcement about the setting up of a co mon organization for the market in the cereals sector. The t of the following Regulation which also affects trade in these p ducts, was published in the *Journal Officiel des Communa Européennes*, No. 213, dated September 2, 1967.

Regulation No. 525/67/CEE modifies Regulation No. 237 CEE which concerns intervention measures in the cereals sector.

The French text of this Regulation may be seen on applicati to the Export Services Branch, Board of Trade, Hillgate Hou 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In c course an unofficial translation will be published by HMSO.

SWITZERLAND

Special rates of duty on certain commodities

WITH EFFECT from July 30, 1967, the Swiss Federal Departm of Finance and Customs have introduced special rates of duty i certain commodities when imported for certain specified purpose

Group I

Tariff No.	Goods	Use	Preferen Rate (S.F. pe 100 kg. gro
2707.10	Oils of this heading	The following journeys by public transport undertakings (Swiss Federal Railways, Post Office and transport undertakings holding concessions from the Confederation):	10
20	Benzole		
30	Oils of this heading		
2709.10	Oils of this heading		
2710.10	Petrol		
12	White spirit		
20	Diesel oil		
22	Paraffin		
24	Oils of this heading		

(a) All journeys carried out by railway vehicles or by boats.
(b) All journeys specified in the timetable of the PTT.
(c) All journeys made within the compass of Concession 1 for motor vehicles (Art. 21 to 52 of Ordinance on concessions for transport by motor vehicles, of January 4, 1960).
(d) Journeys operated by means of motor vehicles or boats on behalf of public railways, trolley bus and shipping undertakings, in place of scheduled journeys as specified in the timetable, or as extra journeys.
(e) Journeys without a load made necessary by operating requirements.

(*Continued on next p*

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in ov seas countries are available to exporters from the Export Servi Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, en exporters to mail details of their products or new lines to pote buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited brief concrete details in the language of the country concern can become a valuable supplement to the efforts of the sales overseas.

Inquiries for these lists of overseas importers, giving the typ goods involved and the countries to be covered, should be mad Export Services Branch, Board of Trade, Hillgate House, 35 Bailey, London, E.C.4 (Tel. 01-248 5757).

ITZERLAND, *continued*

te to Group 1
The Customs concession does not apply to special journeys urneys arranged privately by companies, or private excursions).

Group 2

ariff No.	Goods	Use	Preferential Rate (S.F. per 100 kg. gross)
10 10 20	Petrol Diesel oil	Used for agricultural, forestry or fishfarming purposes	10

te to Group 2
'Use of fuels for agricultural, forestry and fishfarming purposes', ll be taken to mean use in accordance with the Order of the deral Council of September 10, 1965, implementing the Federal der concerning the financing of national highways.

Group 3

ariff No.	Goods	Use	Preferential Rate (S.F. per 100 kg. gross)
10 30 20	Oils of this heading Oils of this heading Diesel oil	Starting up of stationary generator units (driving generators).	Rate applied in respect of oils for heating purposes.
24	Oils of this heading	Testing of new engines of the firm's own construction on the test bench	Rate applied in respect of oils for heating purposes.
		Constructional machinery falling within Chapter 84 of the Customs tariff; lifting trucks; cranes or headings Nos. 8422 and 8703	10
		Snow ploughs, turbine or rotating blade type, whether or not self propelled	10
		Barges	10
		Stationary engines	10
		Testing of new engines, other than those of the firm's own construction and of used engines on the test bench; testing of new engines mounted in machinery, tractors or lorries, new, where these vehicles are not used for transport	10

te to Group 3
Mobile units operating whilst stationary are also regarded as tionary generator units; generators in machinery and diesel ctric vehicles are not regarded as stationary generator units.

Group 4

ariff No.	Goods	Use	Preferential Rate (S.F. per 100 kg. gross)
20 10	Benzole Petrol	Testing of new engines, of the firm's own construction, on the test bench	1

te to Groups 1-4
At the time of importation, the fuels listed under Groups 1-4 ll be cleared initially at the higher rate. The customs concession ll be by repayment of the difference in duty, upon application against evidence of use.
Diesel oil for the generation of energy in power stations serv- the general supply may be cleared from the Customs at the ferential rate at the time of importation, provided that delivery made to the power station direct from the frontier, a free port a home refinery and that the station has made a guarantee aration, approved by the Directorate General of Customs.
Oils cleared on the undertaking that they are to be used as ing oils may be used for starting up stationary generator units, vided that delivery to the consumer has not been made direct the frontier, a free port or a home refinery and that the con- er has made a guarantee declaration, approved by the Director- General of Customs.

Group 5

ariff No.	Goods	Use	Preferential Rate (S.F. per 100 kg. gross)
02 22	White spirit Paraffin	Agricultural tractors	1
		Constructional machinery falling within Chapter 84 of the Customs Tariff	1
		Stationary engines	1
		Barges	1

Note to Group 5

1. White spirit and paraffin shall be cleared at the time of importation at the rate of 1 franc against guarantee (in accordance with headings Nos. 2710.32 and 40).

2. Agricultural tractors having as means of propulsion paraffin or white spirit cleared at the preferential rate of duty, may be used for journeys and as a means of transport only to the extent permitted under Articles 86, 87 and 89 of the Ordinance of November 13, 1962, on the road traffic regulations.

3. Purchasers of white spirit and paraffin using these fuels for purposes eligible for preferential customs treatment and for other purposes shall in the first instance pay duty at the higher rate on the total amount of the products. The customs concession will be by repayment of the difference in duty. The provisions of paragraph 2 above shall apply similarly to journeys and to transport by agricultural tractors.

For petrol used for the purposes of agriculture, forestry and fishfarming, the preferential rate of duty shall be applied retroactively for the year 1966.

Where the procedure requiring evidence of use is applied, applications for repayment shall be made out separately according to the preferential rate involved.

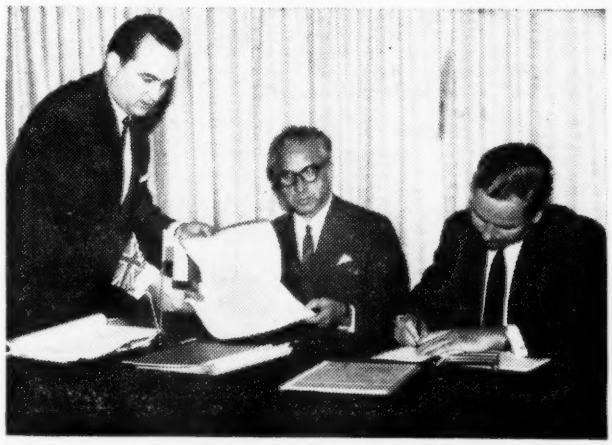
Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

Corrigendum

NOTICE WAS GIVEN in the last issue of the *Board of Trade Journal* of increases in the duties to which raw materials for brewing and beer are subject, in addition to import duty, on entering Switzerland, and of consequential changes in the inclusive rates of duty on imports of beer eligible for EFTA tariff treatment.

We must apologize to readers for the fact that the tables detailing these separate changes became transposed during printing, and regret any inconvenience that this may have caused.

POLISH TEXTILE AGREEMENT



A major textile machinery agreement between the United Kingdom and Poland has just been signed between Metalexport, the Polish government machinery enterprise, and Prince-Smith & Stells Ltd. acting on behalf of five major textile machinery companies of the £26-million Stone-Platt Group. This agreement will, it is anticipated, increase sales of Stone-Platt textile plant to Poland – already running at £¼ million a year – and at the same time provides for technical co-operation between the company and Metalexport, who will also have licensing rights to manufacture certain Stone-Platt machines. There will also be co-operation on marketing in certain areas. Seen here seated signing the agreement are: Mr. K. Strzelecki, managing director of Metalexport (left); and Mr. E. G. Smalley, director controlling all Stone-Platt's textile machinery division.

SCANDINAVIA by WILSON LINE

SWEDEN

THREE SAILINGS PER WEEK from
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LONDON to NORRKOPING, STOCKHOLM, GEFLE.

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GOOLE to COPENHAGEN. (General Cargo Fridays). (Unit load Mondays).
LONDON to COPENHAGEN, AARHUS.

NORWAY

WEEKLY SAILINGS from
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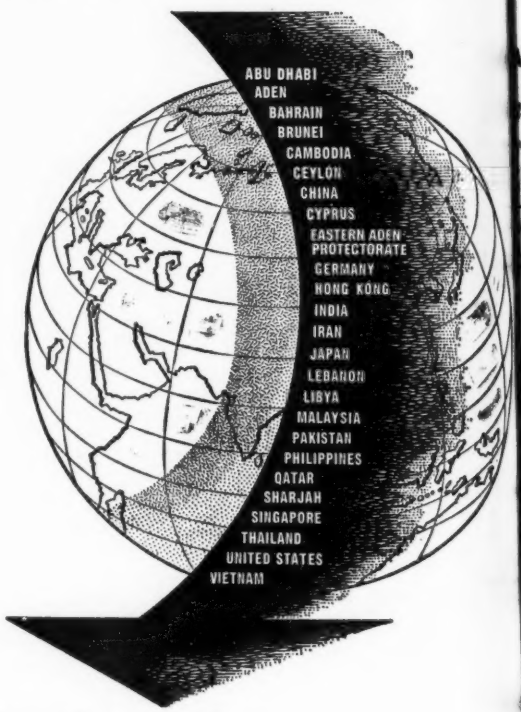
Telephone: ROYal 3141 Telex: 2-8232.

The best way to these EXPORT MARKETS



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THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

OSLAVIA

-dumping legislation

fficial Gazette of the Socialist Federal Republic of Yugo- No. 33, dated August 2, 1967) published details of the new mping regulations which came into effect on August 10, An unofficial translation of the regulations may be seen at Services Branch, Board of Trade, Room E49, Hillgate 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, d 461).

EL

ralization of imports

OLLOWING 2 items have been added to the list of goods for Israeli import licences are issued without restriction. These were liberalized with effect as from August 7, 1967.

	Description of Goods	Customs Duty	Purchase Tax
	Continuous nylon yarn excluding modified (for example stretch, stabilized, bulk or textured, crimped or similar modifications)	Exempt Subject to the following surcharges: 1. Not exceeding 60 denier: 26% + IL. 7·50 per kilo. 2. From 60 denier but not exceeding 300 denier, twisted over 50 turns per metre: 26% + IL. 7·50 per kilo. 3. Other, not exceeding 300 denier: 26% +IL. 4 per kilo.	Exempt
	Bells and gongs, non-electric and parts thereof of base metals, excluding church bells . .	80%	Exempt

nquiries about this notice should be addressed to Export s Branch, Board of Trade, Hillgate House, 35 Old Bailey, n, E.C.4 (Tel. 01-248 5757, Ext. 420).

ANON

rts and re-exports of raphical maps

EBANESE LEGISLATIVE Decree No. 53 of August 5, 1967 sub- e export and re-export of geographical maps from the n to the licensing system. This decree became effective on 14, 1967.

nquiries about this notice should be addressed to Commer- ations and Exports Department, Board of Trade, 1 Victoria London, S.W.1 (Tel. 01-222 7877, Ext. 2221).

A log hauling Vanajan lorry, typical of those working in Finland, which are powered by AEC diesel engines. This particular one is powered by the AV.690 engine.

Customs tariff

THE FOLLOWING amendments have been made to the Lebanese Customs Tariff.

Heading No.	Description of Goods	Basis for collection	Norma Tariff
44.03	Wood in the rough, whether or not stripped of its bark or merely roughed down: (c) Other: 33 (1) Katrani; bayassi; oak; elm; ash; poplar. (4) Beech.	*Ad val.*	11%
	37(a) Branches of a diameter not exceeding 15 cms.	*Ad val.*	Free
	38 (b) Other	*Ad val.*	11%
	39 (5) Other	*Ad val.*	Free
83.15	Wire, rods, tubes, plates, electrodes and similar products, of base metal or of metal carbides, coated or cored with flux material, of a kind used for soldering, brazing, welding or deposition of metal or of metal carbides, wire and rods, of agglomerated base metal powder, used for spraying: 11 (a) Electrodes . . . . . The duty not to be less than	K.N. *Ad val.*	30 piastres 15%

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757 Ext. 420/475).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Robert Hough

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LEBANON, *continued*

Customs tariff

THE FOLLOWING are amendments to the Lebanese Customs Tariff: –

Heading No.	Description of Goods	Basis for collection	Normal Tariff
08.01	Dates, bananas, coconuts, Brazil nuts, pineapples, avocados, mangoes, guavas and mangosteens, fresh or dried, shelled or not:		
	31 (c) Cashew nuts	*Ad val.*	30%
08.05	Nuts other than those falling within heading No. 08.01, fresh or dried, shelled or not:		
	(a) Almonds:		
	12 (1) Unshelled	K.G.	30 piastres
	13 (2) Shelled	K.N.	100 piastres
	(b) Walnuts		
	22 (1) Unshelled	K.G.	30 piastres
	(c) Hazelnuts		
	32 (1) Unshelled	K.G.	80 piastres
	33 (2) Shelled	K.N.	160 piastres
	(d) Pistachio nuts:		
	42 (1) Unshelled	K.G.	100 piastres
	43 (2) Shelled	K.N.	200 piastres
	51 (3) Chestnuts	K.G.	25 piastres
	61 (f) Other	*Ad val.*	25%
09.01	Coffee, whether or not roasted or freed of caffeine; coffee husks and skins; coffee substitutes containing coffee in any proportions:		
	(a) 21 (b) Other	K½ G.	220 piastres
	Reconstruction tax	K½ G.	10 piastres
10.06	Rice:		
	(b) Whole grains ground to remove the pericap; polished or glazed:		
	22 (1) In packages the net content of which does not exceed five kilogrammes	*Ad val.*	18%
	29 (2) Other	*Ad val.*	Free
11.01	Cereal flours:		
	(a) Of wheat (hard and soft) (1)		
	12 (1) In packages the net content of which does not exceed 5 kgms.	*Ad val.*	18%
	19 (2) Other	*Ad val.*	Free
16.04	Prepared or preserved fish, including caviar and caviar substitutes (1):		
	11(a) Caviar and caviar substitutes	*Ad val.*	50%
22.01	Waters, including spa waters and aerated waters, ice and snow (1):		
	11(a) Natural spa waters	*Ad val.*	18%
	21 (b) Other	*Ad val.*	18%
22.02	Lemonade, flavoured spa waters and flavoured aerated waters, and other non-alcoholic beverages, not including fruit and vegetable juices falling within heading No. 20.07 (2):		
	00	*Ad val.*	30%
36.05	Pyrotechnic articles (for example, fireworks, railway fog signals, amorces, rain rockets):		
	21 (b) Other	*Ad val.*	50%
37.02	Film in rolls, sensitized, unexposed, perforated or not:		
	(c) Other:		
	39 (2) Other	*Ad val.*	30%
37.03	Sensitized paper, paperboard and cloth, unexposed exposed but not developed:		
	21 (b) Other	*Ad val.*	30%
37.05	Plates, unperforated film and perforated film (other than cinematograph film); exposed and developed, negative or positive:		
	21 (b) Other	*Ad val.*	30%
42.02	Travel goods (for example, trunks, suitcases, hat-boxes, travelling bags, rucksacks), shopping-bags, hand-bags, satchels, brief-cases, wallets, purses, toilet-cases, tool-cases, tobacco-pouches, sheaths, cases, boxes (for example, for arms, musical instruments, binoculars, jewellery, bottles, collars, footwear, brushes) and similar containers, of leather or of composition leather, of vulcanized fibre, of artificial plastic sheeting, of paperboard or of textile fibric:		
	11 (a) Of leather or composition leather	*As val.*	40%
	21 (b) Of fabric of natural silk or of man-made or synthetic textile fibres	*Ad val.*	50%
	31 (c) Of artificial plastic sheeting	*Ad val.*	40%
	41 (d) Other	*Ad val.*	30%
42.03	Articles of apparel and clothing accessories of leather or of composition leather:		
	11 (a) Gloves	*Ad val.*	40%
	21 (b) Other	*Ad val.*	40%
54.05	Woven fabrics of flax or ramie:		
	11 (a) Containing at least 80% by weight of such textile materials	*Ad val.*	40%
58.01	Carpets, carpeting and rugs, knotted (made up or not):		
	11 (a) Of silk or waste silk	*Ad val.*	40%
	21 (b) Of man-made or synthetic fibre	*Ad val.*	40%
58.02	Other carpets, carpeting rugs, mats and matting, and 'kelem,' 'Schumacs' and 'Karamanie' rugs and the like (made up or not):		
	11 (a) 'Kelem,' 'Schummacks' and 'Karamanie' fabrics and the like 2	*Ad val.*	25%
	(b) Carpets, carpeting and rugs of wool or of animal hair:		
	22 (1) In rolls or not containing any printing	*Ad val.*	40%
	29 (2) Other	*Ad val.*	25%
58.03	Tapestries, hand-made, of the type Gobelins, Flanders, Aubusson, Beauvais and the like, and and needle-worked tapestries (for example, petit point and cross stitch) made in panels and the like by hand:		
	11 (a) Of wool or of fine animal hair	*Ad val.*	40%
65.04	Hats and other headgear, plaited or made from plaited or other strips of any material, whether or not lined or trimmed:		
	21 (b) Of cotton	*Ad val.*	
	31 (c) Other	*Ad val.*	
67.02	00 Artificial flowers, foliage or fruit and parts thereof; articles made of artificial flowers, foliage or fruit	*Ad val.*	
67.03	00 Human hair, dressed, thinned, bleached or otherwise worked; wool or other animal hair prepared for use in making wigs and the like	*Ad val.*	
67.04	00 Wigs, false beards, hair pads, curls, switches and the like, of human or animal hair or of textiles; other articles of human hair (including hair nets)	*Ad val.*	
85.06	00 Electro-mechanical domestic appliances, with self:containedelectic motors	*Ad val.*	
85.07	00 Shavers and hair clippers, with self-contained electric motor	*Ad val.*	
85.10	00 Portable electric battery and magneto lamps, other than lamps falling within heading No. 85.09	*Ad val*	
85.12	00 Electric instantaneous or storage water heaters and immersion heaters; electric soil heating apparatus and electric space heating apparatus; electric hair dressing appliances (for example, hair dryers, hair curlers, curling tong heaters) and electric smoothing irons, electro-thermic domestic appliances; electric heating resistors, other than those of carbon	*Ad val.*	
85.14	Microphone and stands therefore; loudpsekers: audio-frequency electric amplifiers:		
	(b) Other	*Ad val.*	
85.15	Radiotelegraphic and radiotelephonic transmission and reception apparatus; radio-broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus		
	11 (a) Radio-broadcasting reception apparatus (including receivers incorporating a gramophone	*Ad val*	
	Reconstruction tax	*Ad val.*	
	21 (b) Television reception apparatus	*Ad val.*	
	Reconstruction tax	*Ad val.*	
	11(c) Special furniture designed for the apparatus falling within sub-headings (a) and (b) above, but imported without such apparatus:		
	32 (1) Of wood	*Ad val.*	
	39 (2) Of other materials	*Ad val.*	
89.01	Ships, boats and other vessels not falliog within any of the following headings of this chapter:		
	41 (d) Other	*Ad val.*	
90.07	Photographic cameras; photographic flashlighi apparatus:		
	41 (d) Other	*Ad val.*	
98.08	Cinematographic cameras, projectors, sound recorders and sound reproducers, any combination of these articles:		
	21 (b) Other	*Ad val.*	
90.09	Image projectors (other than cinematographic projectors); photographic (except cinematoenlargers and reducers:		
	31 (c) Other.	*Ad val.*	
92.11	Gramophones, dictating machines and other sound recorders, including record players and tape decks, with or without soundheads; television image and sound recorders and reproducers, magnetic:		
	21 (b) Other	*Ad val.*	
	Reconstruction tax	*Ad val.*	
92.12	Gramophone records and other sound or similar recordings; matrices for the production of records, prepared tapes, wires, strips and the like articles of a kind commonly used for sound or similar recording:		
	(b) Prepared media fo sound recording:		
	29 (2) Other	*Ad val.*	
	(c) Sound-recorded media:		
	38 (3) Other	*Ad val.*	
97.01	Wheeled, toys designed to be ridden by children (for example, toy bicycles and tricycles and pedal motor cars); dolls' prams and dolls' push chairs:		
	00	*Ad val.*	
97.02	00 Dolls	*Ad val.*	
97.03	Other toys; working models of a kind used for recreational purposes:		
	21 (b) Other	*Ad val.*	
	Reconstruction tax	*Ad val.*	
97.04	Equipment for parlour, table and funfair games for adults or children (including billiard tables and pintables and table tennis requisites):		
	21 (b) Other	*Ad val.*	
	Reconstruction tax	*Ad val.*	
97.05	Carnival articles; entertainment articles (for example, conjuring tricks and novelty jokes); Christmas tree decorations and similar articles, Christmas stockings, imitation yule logs, nativity scenes and figures therefor):		
	00	*Ad val.*	

All inquiries about this notice should be addressed to Services Branch, Board of Trade, Hillgate House, 35 Old London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

YA

t labour

BRITISH EMBASSY in Benghazi have been informed by the n Government that British flagships are now acceptable in azi Port.

ier notification on this subject appeared in the *Board of Journal* on September 15, 1967, page 671.

PUBLIC OF SOUTH AFRICA

toms tariff changes

ERNMENT NOTICE R1414, published in the Republic of South *Government Gazette* of September 15, amends the Repub- customs tariff as follows:

Tariff Heading	Statistical Unit	Rate of Duty		
		General	M.F.N.	Preferential
By the insertion after sub-heading No. 03.01.20 of the following:				
03.01.30 Freshwater fish of the species Tilapia	lb.	Free		
By the insertion after sub-heading No. 03.02.10 of the following				
03.02.15 Freshwater fish of the species Tilapia	lb.	Free		

e Specific provision, free of duty, is made for freshwater fish of the species Tilapia, ng those in hermetically sealed containers.

EN

ycott of British goods

BOARD OF TRADE has heard that British goods are now being d normally in Aden. Exporters are, however, advised to check e latest situation before despatching goods by telephoning the l of Trade (Commercial Relations and Exports Department) 2 7877, Ext. 2642.

GAPORE

endments to import control

TE TO SINGAPORE IMPORTERS No. 39 of 1967 draws attention e following amendments to Prohibition of Imports Orders were published in the Singapore Government *Gazette* on mber 7, 1967:

Delete the following from the First Schedule to the Prohibition ports (General Licence) Notification, 1965:

) Plywood, blockboard, laminboard and battenboard, as follows:
(a) being veneer panels, inlaid wood or wood marquetry (TC 631 212).
(b) faced with artificial plastic material (TC 631 213).
(c) faced with aluminium, zinc, or galvanized iron or steel (TC 631 214).
(d) faced with any other material (TC 631 219).
) Canned meats.
) Children's tricycles.
) Perambulators.
) Toilet tissue paper in rolls.

Delete the following from the Schedule to the Prohibition of rts (Malaysian Common Market) Notification, 1965:

Air-conditioning machines self-contained, comprising a motor-iven fan and elements for changing the temperature and humidity the air:

TC 719 121 of ½ h.p. or less
719 122 of ¾ h.p.
719 123 of 1 h.p.
719 124 over 1 h.p. but not over 2 h.p.
719 125 over 2 h.p. but not over 10 h.p.
719 126 over 10 h.p.

effect of these amendments is that special licences are now no required for the above mentioned goods.

Item 1 of the First Schedule to the Prohibition of Imports ral Licence) Notification, 1965, is also amended to read 'Arms and ives' instead of 'Arms and ammunition'.

MALAYSIA

Tariff Advisory Board

THE Malaysian Tariff Advisory Board is to hold a further series of Public Inquiries to consider the appropriate rates of duty in Malaysia on the following items:

Tariff Code No.	Description
Earthmover and tractor tyres	
629 115	Other covers for pneumatic tyres, not elsewhere specified.
Welded iron or steel pipes	
	Tubes and pipes of iron or steel welded:
678 300-1	Less than 6 inches in nominal internal diameter.
Tooth-paste, etc.	
553 021	Dental paste.
553 022	Dental powder.
553 023	Dentifrice, solid.
553 024	Dentifrice, liquid and liquid denture cleaners and mouth washes.
553 029	Other products for oral or dental hygeine except medicaments.
Fowl cages	
Ex 698 919	Fowl cages.
Fishing nets	
655 621	Fishing nets of natural fibres.
655 622	Fishing nets of synthetic or artificial fibres.
655 629	Other nets and netting of twine, cordage or rope excluding nets for games and landing nets for line fishing.
Staples and rulers	
895 122	Staples for paper stapling machines.
Ex 861 939	Wooden school rulers.
Vacuum Flasks	
665 120	Glass inners for vacuum flasks or other vaccum vessels and blanks therefor.
899 971	Vacuum flasks and other vacuum vessels, complete with cases.
899 972	Parts for vacuum vessels other than glass inners and stoppers of cork.
Combs	
	Combs, hair-slides and the like not falling within heading 897.1:
899 541	Of artificial plastic materials.
899 549	Other.
Clothing	
841 111	Sarongs for men or boys.
841 119	Outer garments, except sarongs, for men or boys, not knitted or crocheted.
841 121	Outer garments for infants, not knitted or crocheted.
841 129	Other outer garments for women and girls and outer garments suitable for male or female, except infants, not knitted or crocheted.
841 131	Shirts.
841 139	Under-garments and night-wear, except shirts, for men and boys, not knitted or crocheted including detachable shirt collars.
841 141	Under-garments and night-wear for infants, not knitted or crocheted.
841 149	Under-garments and night-wear for women and girls and such garments suitable for male or female, except infants, not knitted or crocheted.
841 251	Sanitary belts.
841 259	Corsets, corset-belts, suspender belts, brassieres, braces, suspenders, garters and the like, whether or not elastic and including such articles of knitted or crocheted fabric.
841 431	Under-garments of cotton not elastic nor rubberized, knitted or crocheted.
841 439	Under-garments, not elastic nor rubberized except of cotton, knitted or crocheted.
841 440	Outer-garments, clothing accessories, and other knitted or crocheted articles not elsewhere specified or included not elastic nor rubberized, knitted or crocheted.

The Public Inquiries will be held in the Hearing Room of the Tariff Advisory Board, Hwa-Li Building, 63/65 Jalan Ampang, Kuala Lumpur, as follows:

Date	Time	Commodity
November 13, 1967	10.00 a.m.	Earthmover and tractor tyres
		Welded iron or steel pipes
November 14, 1967	10.00 a.m.	Toothpaste
		Fowl cages
November 15, 1967	10.00 a.m.	Fishing nets
		Staples and ruler
November 16, 1967	10.00 a.m.	Vacuum flasks
		Combs
November 17, 1967	10.00 a.m.	Clothing

Evidence will also be taken on all the commodities in the State Development Operations Room, Jesselton, Sabah, at 10 a.m. on November 21, 1967, and in Kuching Rural District Council Chamber, Kuching, Sarawak, at 10 a.m. on November 23, 1967.

Evidence at these Inquiries may be given orally or in writing. It is preferable that evidence be given in writing. All witnesses will be required to present their oral evidence on oath, and all written evidence will be required to be verified on oath or by statutory declaration.

Persons who propose to give evidence concerning any of the above commodities are requested to notify the Tariff Advisory Board of their intention as soon as possible. They will then be supplied with 'Notes for the Guidance of Witnesses' to assist them in the preparation of their evidence. Nine typewritten copies of evidence must reach the Board not later than October 31, 1967.

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the EFTA Bulletin, *the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Exts. 2479/2480).*

AFGHANISTAN

Third five-year plan

THE BOARD OF TRADE has received a copy of an English Translation of the Third Five-Year Economic and Social Plan of Afghanistan (1967-71).

This may be seen at the Commercial Relations and Exports Department, Board of Trade, Room 346, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

CANADA

Customs ruling

THE FOLLOWING RULING has been made in Canada for Canadian Customs purposes:

Of a 'class or kind not made in Canada':

Textile beams of metal for use in the knitting, weaving, and tyre cord industries other than textile beams of steel and textile beams of aluminum having a flange diameter of 21 inches or over and capable of withstanding the pressure exerted by nylon yarn when fully loaded.

(Ruling effective September 18, 1967)

Note:

(1) textile beams of steel and textile beams of aluminum having a flange diameter of 21 inches or over and capable of withstanding the pressure exerted by nylon yarn when fully loaded are already ruled to be of a class or kind not made in Canada.
(2) the reference to textile beams of metal in memorandum D.51-5 is superseded and replaced by the following: textile beams of metal for use in the knitting, weaving and tyre cord industries are of a class or kind not made in Canada.

The above information is contained in Canadian Department of National Revenue Memorandum D. 51-5-1, dated September 18, 1967.

UNITED STATES

Tariff investigation—drawn or blown flat glass

NOTICE WAS given in the *Board of Trade Journal* of May 5, 1967, investigation by the United States Tariff Commission to determ probable effect on the United States domestic industry of the matic termination of the increased tariffs on drawn or blow glass.

The Tariff Commission has now reported its findings to President and three of its four members have advised that restor of the normal rates of duty would not have a decisive influen the future of the United States domestic industry.

Inquiries about this notice should be addressed to the Comm Relations and Exports Department, United States Section, Boa Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2

US wool standards

THE UNITED STATES Department of Agriculture has published prop amendments to the existing United States wool top standards.

Interested persons, who are advised to obtain details of the prop from the Board of Trade at the address below, are invited to written data, views or arguments on these proposals with the Hea Clerk, United States Department of Agriculture, Washington 20250, on or before October 28, 1967.

Inquiries about this notice should be addressed to the Comm Relations and Exports Department (United States Section), Boa Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2

Advertising of non-prescription analgesic drugs

THE *Board of Trade Journal* of July 28 gave notice of proces to establish a trade regulation rule for the advertising of prescription systemic analgesic drugs. The Federal Trade C mission announces that the closing date for submissions has

considering
Canada,
the Caribbean,
South America...?

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ended to November 15.
nquiries about this notice should be addressed to the United
es Section, Commercial Relations and Exports Department,
rd of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7878,
2397).

ENEZUELA

riff concessions to member countries the Latin American Free Trade sociation

GOTIATIONS to draw up the Venezuelan National List of tariff
essions to member countries of the Latin American Free Trade
ociation, took place in Montevideo between June 12 and July
Negotiations were concluded with Mexico, Uruguay, Chile,
guay, Colombia and Peru. In addition, non-extensive con-
ions were agreed in favour of Paraguay, as a less developed
ntry. At the end of the Montevideo meeting, it was agreed that
Venezuelan National List as it now stands should enter into
e in respect of these countries on September 1, 1967, and that
from the same date Venezuela should enjoy the preferences
blished in these countries' own National Lists. The non-exten-
concessions in favour of Paraguay entered into force on the
e date.
s regards Argentina, Brazil and Ecuador, no agreement has yet
n reached and further negotiations will be held during the
enth Ordinary Conference of contracting parties later this year.
resolution adopted at the end of the Montevideo meeting pro-
s, however, that National Lists should enter into force between
ezuela and these three countries as soon as negotiations have
n concluded and that these negotiations must be finalized before
uary 1, 1968.
n English translation of the Venezuelan National List as it
stands may be consulted at Tariff Section, Export Services
ch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey,
don, E.C.4 (Tel. 01-248 5757, Ext. 476).

AZIL

fety standards for imported machinery

FOLLOWING notice, dated September 8, 1967, has been issued
he Brazilian Consulate-General in London:
'The Brazilian Consulate-General wishes to draw the attention of
hippers to the dispositions of Law 5280 of the 27/4/67 prohibiting
the import of potentially perilous machinery unless equipped with
protective devices to the standards required by the International
Labour Office.
'In future exporters of machinery will be expected to produce
documentary proof of compliance with these requirements. When
detailed regulations are received, further instructions will be issued.'
w 5280 has already entered into force and the Brazilian Con-
e-General is legalizing the documents mentioned above. A
er notice will be published in the *Board of Trade Journal* as
as additional information becomes available.
y inquiries relating to this notice should be addressed to Tariff
on, Export Services Branch, Board of Trade, Room E39,
te House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757,
476).

ILE

pension of duty

EMBASSY at Santiago, Chile, report that customs duties and
alorem charges have been suspended until August 30, 1968, on
rts of hot or cold rolled carbon steel, normalized or killed
aluminium, annealed, full finished and oiled; the surface
ctly smooth (satin finish) and free of any blemishes which
impair its appearance or affect its being pressed and painted;
than 1.8 mm. thick (overall tolerance not more than 8 per
either way) and capable of withstanding 180° free close bend
The suspension will apply only to steel imported for making
r car wheels.

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BL135

Imports of books

THE EXECUTIVE COMMITTEE of the Chilean Central Bank has adopted a resolution authorising the extension of the period of payment for books on the Chilean Permitted Import Liat, or the LAFTA list, up to two years from the date of arrival of the books in Chile. Such extensions will be conditioned on suppliers agreeing to them.

Increase of duty

HM EMBASSY at Santiago, Chile, report that the *ad valorem* charge on refined sulphur (Items 25.03.02.01 and 23.03.02.99) has been increased to 25 per cent.

(*Continued on page* 803)

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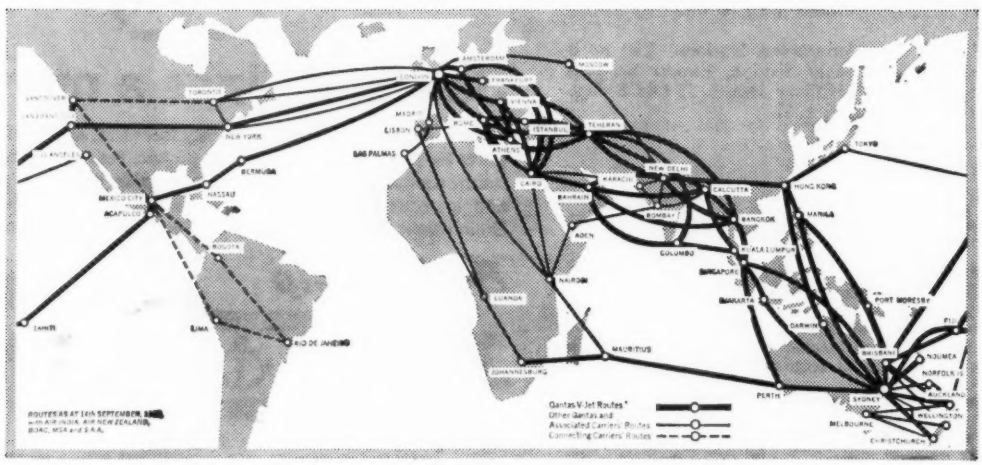

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Modifications to permitted import list

THE FOLLOWING MODIFICATIONS have recently been made to the Chilean Permitted Import List:

Page	Chapter	Item	Percentage of prior deposit
39	30	Insert new item: Bromochlorotrifluoroethane and similar anaesthetics for administration by inhalation, packed in the form of doses or for retail sale, except chloroform and diethyl ether .	0
40	30	Insert new item: Hydrolized proteins for injections, in special 1-litre containers with fractionizing device .	0
77	51	Insert new item: Continuous nylon monofilaments, between 0·45 and 1 mm. diameter, with stretching tolerance of 27 to 30% and melting point 215°C. for making teeth mounted on tapes for plastic zip fasteners	100
84	59	Insert new item: Cellulose acetate filters for making ink markers, 5 to 8 mm. in diameter and 90 to 110 mm. in length	200
178	98	Insert new item: Acrylic or nylon points for making ink markers: 1·5 to 3 mm. in diameter and 25 to 32 mm. in length	200

AUSTRALIA

Special Advisory Authority inquiry

THE AUSTRALIAN MINISTER for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods:

Safflower seed oil (Tariff item 15.07.630).

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	General	Preferential
15.07	Fixed vegetable oils, fluid or solid, crude, refined or purified:		
15.07.6	Cotton seed oil, maize oil; olive oil, palm oil, peanut oil; rape seed oil; safflower seed oil; soya bean oil; sunflower seed oil:		
15.07.630	Safflower seed oil	$0·30 per gal.	$0·283 per gal.

The Special Advisory Authority is required to report within 30 days of the date of the reference.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2 (Tel. 01-930 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319 or 2318), quoting reference No. CRE 1776/67.

JAMAICA

Export Industries Encouragement Law, 1956

THE JAMAICAN MINISTER of Trade and Industry is considering whether the following products should be declared approved products for the purposes of the above law:

Finished drugs for pharmaceutical and veterinary use.

Approved manufacturers of these products will enjoy income tax relief, duty-free imports of building material, plant, machinery, raw materials, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

BARBADOS

Exemptions from import duties

THE BOARD OF TRADE have received copies of Orders which provide for the amendment of Part III of the First Schedule to the Barbados Customs Tariff (Table of Exemptions from Duty) by the addition of the following new paragraphs:

Barbados Family Planning Association	206.	All medical instruments, apparatus and supplies, and other materials, articles and equipment, including vehicles imported for the exclusive use of the Barbados Family Planning Association on the certificate to that effect of the manager or secretary of the Association.
Child Care Committee	207.	All articles, apparatus, materials and equipment, including vehicles imported for use exclusively for the purposes and objects of the Child Care Committee, on the certificate to that effect of the chairman or secretary of the said Committee.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

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Replies to Box Numbers should be addressed to: Box No.— Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.

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Index to statistics published regularly in the Board of Trade Journal

A = Annually; M = monthly; Q = quarterly; 6-M = every six months.

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Air transport:	
Activity at UK aerodromes (M)	22 Sept. 1967
Aircraft noise at Heathrow Airport (Q)	9 June 1967
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Trade by air (6-M)	14 April 1967
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Bankruptcy orders (Q)	11 Aug. 1967
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Capital expenditure:	
By industry (Q)	8 Sept. 1967
Distributive and service trades (A)	30 Dec. 1966
Industry's investment intentions (3 times a year)	23 June 1967
Catering trades turnover (M)	15 Sept. 1967
Chemical industries production (6-M)	19 May 1967
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N. Ireland (M)	1 Sept. 1967
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Engineering and electrical goods:	
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Board of Trade Departments, etc.

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Board of Trade addresses	18 Aug. 1
Board of Trade regional organization	15 Sept. 1
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1
British commercial representatives overseas	1 Sept. 1
Directory of Board of Trade departments and their work	26 May 1
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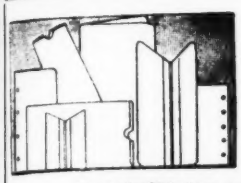

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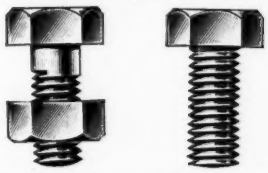

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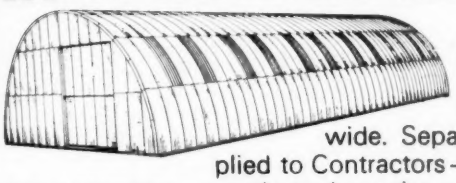

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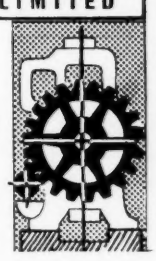

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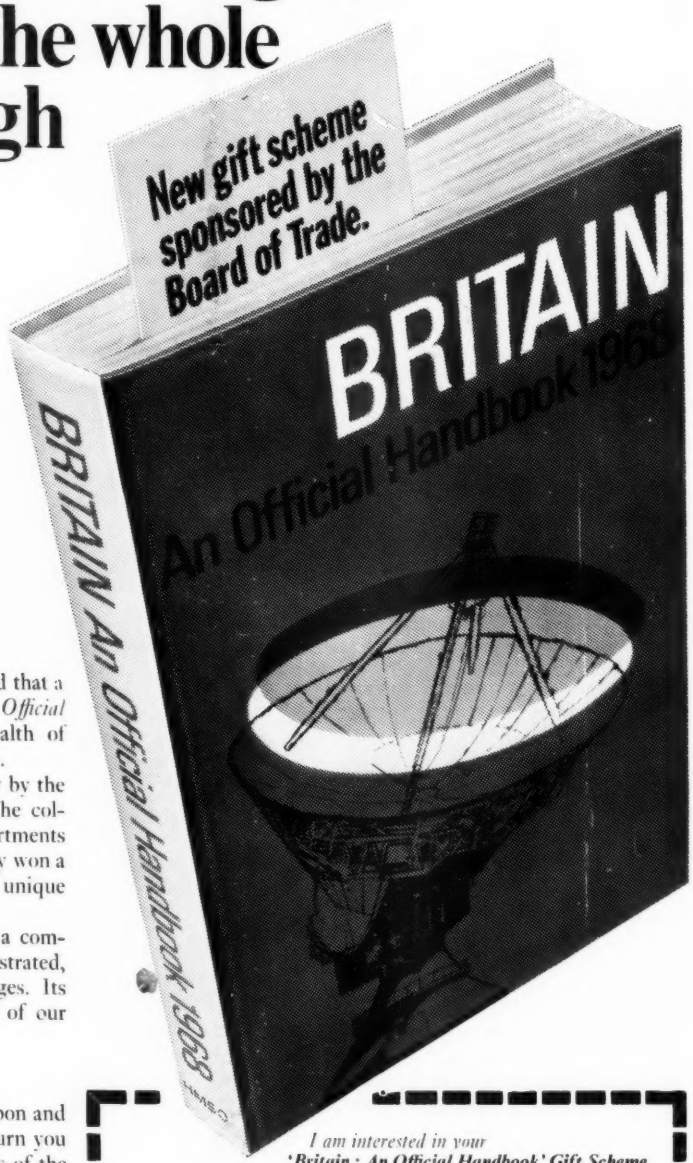

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